**What They Are Saying…**

**Responses to Walmart’s Economic Impact Study**

## Stephen S. Fuller, Ph.D.

## *Dwight Schar Faculty Chair and University Professor and Director*

## Center for Regional Analysis, George Mason University

“The benefits flowing from Walmart to the District of Columbia’s economy have been shown to be significant. Among the most important is the expansion of the City's retail base. Walmart has not only recaptured the retail spending of District residents who had been shopping in the suburbs, but it has also attracted residents from Prince George's and Montgomery Counties into the City to shop. These increased retail sales have expanded the City's tax base and increased its sales tax revenues. Additionally, the City's new Walmart stores have benefited local residents by increasing the quality and range of retail goods and services, while lowering their costs by an average of 18%, or $1,300 annually for a family of four.

Walmart is a generator of new jobs. This new job growth has been particularly important at this time, as the District's economy has struggled to adjust to decrease in federal spending. In addition to the jobs supported during the construction stage for each new store, when opened, each of the Walmart stores will employ approximately 350 workers, with an estimated 65% of these employees being DC residents. This new payroll will support additional spending potential within the City supporting additional District-based jobs spanning the breadth of the economy.

These new jobs and their earnings, the new retail spending, and the new capital investment represented by these Walmart stores together represent a major new source of local tax revenues.

Finally, this new investment by Walmart in the three stores already open, or under construction, and the two additional stores planned East-of-the-River, are already having positive developmental impacts on their surrounding local economies by increasing property values, attracting new investment in complementary retail and consumer services outlets, and by strengthening the adjacent residential communities.

The catalytic effects of a Walmart store developed within the urban fabric have been shown to contribute significantly to the revitalization and continuing vitality of their host communities. The range and magnitude of these economic benefits-increased retail sales, improved retail goods and services, lower retail prices, new jobs and increased resident earnings and spending potential, new investment and development value, and an increased tax base and new revenues-combine to underscore the importance of Walmart to the City's economy.”

**David Oberting**

*Executive Director*

Economic Growth DC

“In addition to the findings of the Economic Impact Study, what we consider to be Walmart’s most important contribution to the District is the idea that it provides a critical first step on the employment ladder for many DC residents. In a soft labor market, few businesses make the commitment to hire unemployed or underemployed District residents and commit the resources necessary to train them. Walmart does. The 455 jobs held by District residents are critical net new jobs and represent a crucial opportunity to earn work experience and training. It is difficult to put a dollar value on what it means to get your first meaningful opportunity in the workforce in terms of the future of your career, but we know it’s vitally important, and Walmart should receive the credit for moving a lot of DC residents into the workforce.”

**Rosie Allen-Herring**

President and CEO

United Way of the National Capital Area

“United Way of the National Capital Area applauds Walmart not only for their philanthropic efforts, but for their commitment to changing the long term vision and economic strength of our community.

This impact study of jobs and other economic impacts of philanthropic spending in DC is the first of its kind in our region. It confirms what the nonprofit community already knows, that corporate contributions are essential to the strength of the non-profit community, and that we play a critical role in the vibrancy of the DC economy. Our community continues to enjoy the benefits of their excellent corporate commitment. Walmart has been a significant partner of the United Way NCA. Without its support, United Way and other community serving organizations would be unable to reach the same number of people and communities in need.

Walmart and the Walmart Foundation have been major contributors in DC for many years, and this study helps to quantify their positive impact. Walmart has provided the opportunity to those most in need to afford and access to healthy food, job opportunities and services. We applaud Walmart and their continued commitment in our City.”