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Georgetown University ("GU") 2011 Campus Plan Supplemental Submission by Bolan Smart Associates Relating to Foxhall June 14, 2011

Bolan Smart Associates, Incorporated ("Bolan Smart") respectfully offers this supplemental submission in response to the student population, housing and related revenue projections in the May 16, 2011 and June 2, 2011 hearing testimony submitted on behalf of the Foxhall Community Citizens Association (the "FCCA") by Robert B. Avery, Board President of the FCCA. Bolan Smart also submitted a report, dated June 14, 2011, relating to Foxhall¹ (the "Foxhall Report") to provide information about GU Graduate School ("GS") and School of Continuing Studies ("SCS") students living in Foxhall. The Foxhall Report supplements a report, dated March 31, 2011, relating to Burleith and West Georgetown.

In GU's proposed 2010 Campus Plan, GU has offered to freeze enrollment in its traditional undergraduate programs and in the School of Medicine at currently-permitted levels. GU has proposed measured enrollment growth of 967 students, largely in GU's Graduate School.

I. The FCCA's projections drastically overstated the future impact of graduate students on Foxhall and the 20007 ZIP code.

Based on GU's proposed enrollment growth, the FCCA claimed that up to 122 additional graduate students would live in Foxhall over the course of the next decade – more than four times Bolan Smart's projection of 26 students – and that this growth would result in the conversion of up to 122 houses in the 20007 ZIP code to graduate student occupancy. These projections are severely flawed because: 1) they assume that the additional graduate students would make housing choices following, to a great extent, the historical patterns of medical students; and 2) they fail to properly account for the overwhelming propensity of graduate students to live alone. The FCCA's calculations and projections suffer from a number of other flaws, as set forth more specifically below.

The FCCA inappropriately used medical student data to make projections regarding graduate students. The FCCA made a wholly unsupported claim that physical sciences graduate students would represent a disproportionate part of the increase in graduate student enrollment. Based on this mistaken assumption, the FCCA averaged the housing patterns for medical students (a much higher percentage) and graduate students (the correct percentage) living in Foxhall and in the 20007 ZIP code as a whole to calculate the increase in graduate students attributable to the proposed enrollment growth.

In contrast, Bolan Smart projected an increase in the number of graduate students based on the housing preferences of the existing graduate school population and relevant housing data from the last decade. Bolan Smart's methodology necessarily accounts for any variation in housing

¹ For the purposes of this supplemental submission, "Foxhall" means the geographic boundaries of the Foxhall Community Citizens Association (the "FCCA"). Article I of the FCCA Bylaws sets its geographic boundaries as the "rectangular area bounded by Glover-Archbold Park on the east and north, ending at Whitehaven Parkway, and south and west from Whitehaven Parkway to Canal Road returning east to Glover-Archbold Park. The area shall include the residents of East Palisades, Canal View, Colony Hill, Senate Heights, Dumbarton, Foxhall Village, Charleston Terrace, Indian Rock Terrace, and Georgetown Reservoir." GU defines "Foxhall" similarly for purposes of its own data collection.

preferences among graduate students, including those in the physical sciences. Logically, Bolan Smart concluded that future graduate students would continue to follow the same housing patterns as past and current graduate students.

The FCCA's projections are contrary to graduate student trends over the last ten years. For example, as reflected in the Foxhall Report, GS and SCS students are less likely to live in Foxhall than they were a decade ago. As a percentage of total GS and SCS enrollment, approximately 3.8% of GS/SCS students lived in Foxhall in 2000. That percentage dropped significantly to 2.2% in 2010.

The FCCA made a final critical error in projecting the number of future group home conversions. As the data clearly shows, most graduate students in Foxhall live alone in apartments (either in conventional apartments/condominiums or as single occupants in single-family houses) and not in group homes. To the extent that additional graduate students would live in Foxhall, or for that matter anywhere in the 20007 ZIP code, each additional graduate student would create minimal demand for an additional group home. Therefore, even as Bolan Smart projected up to 26 additional graduate students in Foxhall, Bolan Smart projected that this would result in the addition of no more than two to three non-single graduate student residences (including group homes), and no more than 10 to 13 such houses for the entire 20007 ZIP code, over a ten-year period.

II. The FCCA dramatically overestimated the revenue impact to the District related to increased enrollment in the Graduate School.

In its testimony, the FCCA asserted that GU's enrollment increase would lead to a direct loss in income and sales tax revenue to the District of over \$1.2 million per year. This revenue projection has at least three major flaws. First, to arrive at this number, the FCCA inappropriately used revenue impact assumptions from a 2000 Bolan Smart report relating to the conversion of owner-occupied homes to undergraduate student group homes. Second, as discussed above, the FCCA erroneously made projections using the percentage of medical students living in Foxhall to determine how many non-medical graduate students would be living in Foxhall in a decade. Third, the FCCA multiplied the loss of revenue per home by the inflated number of students (rather than homes) to produce an estimated revenue loss of \$1.2 million. Accordingly, this projected revenue loss is severely flawed from a factual and logical standpoint and should not be considered in determining the effect of graduate students on the District's revenue stream.

The addition of two to three non-single graduate student residences (including group homes) gradually over a ten-year period in Foxhall would have a de minimus effect on income and sales tax revenue to the District.

III. GU's graduate student enrollment growth has not adversely affected the Foxhall housing market over the last decade.

Over the last decade, while student enrollment at GU generally increased, the number of residents from ages 21 to 34 in Foxhall decreased from 37.6% to 30.4%, and Foxhall's median household income increased by over \$27,000. From 2000 to 2010, the number of owner-occupied households in Foxhall increased from 55.4% to 59.9%, and average home sale prices in Foxhall Village increased by close to 100%. In Foxhall Village, approximately 84% of households were owner-occupied as of 2010. These statistics and trends indicate that the presence of graduate students in Foxhall has not adversely affected the Foxhall housing market.