



**Ted Figura, Principal**  
**Ted Figura Consulting**

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**EXPERTISE AND CREDENTIALS**

**MEASURING COSTS AND BENEFITS**

Ted Figura's realistic approach to fiscal impact studies, grounded in his experience in the public sector, will be well received by local officials and planners when a private developer seeks a rezoning. Ted Figura's conservative approach to cost-benefit modeling will also prove useful to economic developers and local officials in assessing, and selling, the merits of public-private partnership and other economic development projects.

**Fiscal Impact Studies**

As a private consultant, Ted Figura has conducted fiscal impact analyses for residential and mixed-use projects in Isle of Wight County, James City County, New Kent County and the City of Chesapeake, Virginia.

Ted Figura formulated the City of Newport News' cost-benefit guided incentive strategy and conducted all cost-benefit analyses for the City. He continues to do this as a consultant for the City. While at the City and as a consultant for the City of Newport News, he formulated and analyzed the financial aspects of all major prospect proposals. He also performed cost-benefit analyses for public-private partnership developments in order to guide negotiations with the private sector, validate the City's expectation of a return on investment, and track actual progress toward achieving a return on the City's investment.

## **Examples**

Cost-benefit/fiscal impact analyses performed for the City of Newport News include:

- Asheton residential/mixed use development
- Christopher Newport University Educational Foundation University Place mixed-use development
- City Center at Oyster Point mixed use development (multiple phases)
- Huntington Pointe proposed residential/mixed use development
- Patrick Henry Place residential/mixed use development
- Port Warwick residential/mixed use development
- Various Downtown projects leased to Northrop Grumman Shipbuilding, including:
  - former Sears and VSS building renovations
  - Downtown Engineering Center
- Various industrial and office prospects