

Research Brief

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Economic Impact of Utah's Family Choice Behavioral Healthcare Interventions Industry

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Summary

Utah is home to 72 Family Choice and Behavioral Healthcare Interventions Industry programs. These programs provide varying levels of residential treatment for teens and young adults and are primarily funded by families "out-of-pocket," i.e. the industry is not health insurance-driven. The industry generates an economic impact in Utah by bringing in revenue from out-of-state clients, over 90 percent of industry revenue comes from outside of Utah, and through the travel expenditures of clients' families.

The total 2015 economic impact of the 59 programs that provided operational data to the Kem C. Gardner Policy Institute for this analysis included over:

- 6,400 Jobs,
- \$269 Million in Earnings,
- \$423 Million in State Gross Domestic Product (Utah GDP), and
- \$22 Million in State and Local Tax Revenue.

Because the Kem C. Gardner Policy Institute was unable to collect data from approximately 18 percent of programs, these estimates represent a lower bound of the industry's total economic impact.

Introduction

This research brief examines the economic impact of the Family Choice and Behavioral Healthcare Interventions Industry in Utah in 2015.¹ The industry provides varying levels of residential treatment for teens and young adults, which families primarily fund "out-of-pocket," i.e. not through health insurance. It encompasses both private pay residential treatment and wilderness therapy programs. These programs fall under Nursing and Residential Care Facilities Subsector (NAICS 623), which is part of the Health Care and Social Assistance Sector (NAICS 62). For purposes of this study, treatment programs that take insurance reimbursement for primary substance abuse treatment and detoxification facilities were not included.

The industry generates an economic impact through the direct and economic ripple effects of both day-to-day operations and the travel expenditures of clients' families. Fifty-nine of the 72 programs operating in Utah provided data to the Kem C. Gardner Policy Institute to be included in this economic impact analysis.

Four major sections follow. *Economic Impact Modeling* summarizes the method of analysis and provides definitions for key terms, *Data Collection* describes how the Gardner Policy Institute obtained data for the analysis, and *Industry Operations Impacts* and *Family Travel Activity Impacts* present economic impact results.

Economic Impact Model

Economic impacts are changes in the size and structure of a region's economy when goods and services are purchased from vendors within the state using money generated from outside of the state. The Family Choice and Behavioral Healthcare Interventions industry generates economic impacts through both direct activity and the rippling of this activity through the economy (indirect and induced effects). Industry programs attract revenue from out-of-state clients, which leads to direct hires and purchases from local businesses, who in turn make purchases from other local businesses. These rounds of activity produce indirect employment and earnings effects. Then, direct and indirect employees spend a portion of their wages in the local economy, spurring additional "induced" effects. In addition to the economic impacts associated with regular business operations, the industry contributes economic impacts through the in-state travel expenditures of client families, which spin through the economy in a similar manner. The total economic impact of the industry is the sum of its direct, indirect, and induced effects.

The Gardner Policy Institute used the REMI PI+ model to analyze how industry operations and associated travel expenditures rippled through Utah's economy in 2015. The

model allows a number of options for inputting direct effects to assess total economic impacts. The most common approaches include initial inputs of employment, wages, revenue, and program expenditures. The results for travel activity are based on inputs of estimated family travel expenditures in the accommodations, transportation, food and beverage, and retail industries. For the analysis of industry operations, all input types produced similar results. Since revenue data were most complete and accurate, the results reported in this brief reflect the revenue approach.

In the strictest interpretation, economic impacts occur only when “new money,” i.e. money from outside the regional economy, is spent locally. To most accurately portray the economic impact of the industry, model inputs were apportioned by the share of clients served by each program who travelled from outside of Utah, approximately 90% on average.

Definitions

Key terms used in to describe the results in this analysis include:

Total Economic Impacts are the sum of direct, indirect, and induced effects of the industry. They are presented as jobs, earnings, and state GDP.

Jobs are the wage and salary jobs, sole proprietorships, and general partnerships supported by the industry. The jobs result includes both full-time and part-time jobs, counted equally.

Earnings are the sum of wages and salaries and other labor income supported by the industry, including employer contributions for health insurance less personal contributions for social insurance (e.g. Social Security).

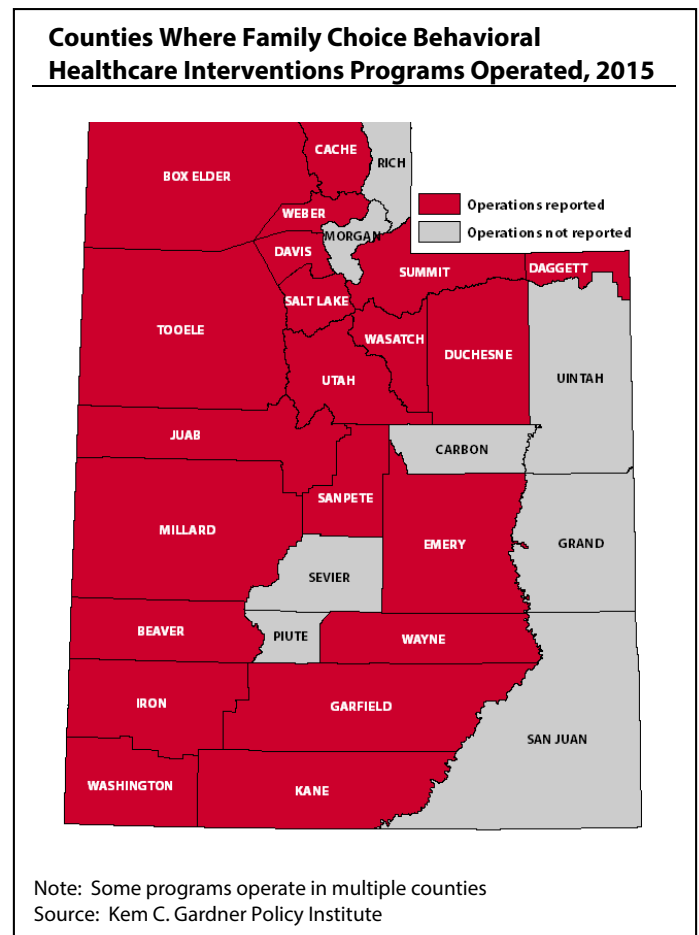
State GDP (gross domestic product), or “value-added” is the market value of all goods and services produced in Utah that is associated with industry activity.

Data Collection

The Gardner Policy Institute used Qualtrics, an online data collection tool, to gather information from industry businesses. The Qualtrics questionnaire is in Appendix B. In addition to the data necessary to model economic impacts – business expenditures, including payroll and employment, revenues, client origin, and estimates of family visitation – information on the educational attainment of employees and scholarships was collected. Fifty-one respondents replied for 59 programs, identifying operations in 21 of Utah’s 29 counties.ⁱⁱ

Thirteen programs did not respond, leading to a coverage rate of 82 percent. A list of programs, including those that did and did not participate in this analysis is in Appendix A. Summary statistics for the entire universe of responses and

selected summary statistics by program type are included in Appendices B and C. Most respondents categorized their programs as either private pay residential treatment programs and/or wilderness therapy programs. Fourteen of the 51 respondents reported that they ran at least one program that was neither a private pay residential treatment program nor a wilderness therapy program. Descriptions for programs identified as “other” are on page 1 of Appendix B and include not-for-profit residential treatment, intensive outpatient therapy, transitional programs, and therapeutic boarding schools.



This limited scope economic impact analysis assumes that data were reliable and required little processing. The Gardner Policy Institute performed a simple outlier analysis on all variables as well as several calculated variables and followed up directly with 15 respondents where responses had either missing information or appeared to be significant outliers. For those businesses that did not reply to this follow-up inquiry (less than five percent of all respondents), data were estimated. The accuracy of results relies on the accuracy of responses.

Because businesses have better direct knowledge of operational expenditures and revenues than they do of client family visit nights, estimates of the economic impacts of industry operations should be assumed to be more accurate than estimates of the economic impacts of client family travel

activity. The impacts of travel expenditures associated with this industry should not be ignored and analysis based on industry respondent estimates of this activity are reasonable in the absence of surveys of individual client families.

Industry Operations Impacts

The economic impacts presented here are based on the Gardner Policy Institute’s analysis of total gross revenue reported for the 59 programs from which we received information.

**Table 1
Industry Operations Response Summary, 2015**

	Sum of Responses	Average Per Program
Direct Program Jobs ¹	5,110	87
Payroll ²	\$155,846,398	\$2,641,464
Gross Revenue	\$328,702,999	\$5,571,237
Major Expenditures ³	\$39,099,591	\$662,704

¹Includes full-time and part-time employees reported by industry businesses.
²Wages and employer contributions to health, dental, and retirement benefits
³Real estate, automobile, entertainment, food, retail, social and health services, and professional services (accounting, legal, etc.)
 Source: Kem C. Gardner Policy Institute

Table 1 summarizes the direct operational activity reported by industry businesses for 2015. Businesses that provided information to the Gardner Policy Institute employed over 5,100 Utahans, paid over \$155 million in wages and benefits, earned over \$328 million in gross revenue, and made over \$39 million in purchases in 2015.

Of approximately \$328.7 million in total gross revenue in 2015, \$294.7 million (approximately 90 percent) can be attributed to out-of-state clients and thus can be considered an export to the rest of the nation and true “new” economic activity. Table 2 shows the total economic and fiscal impacts supported by this activity.

**Table 2
Industry Operations Total Impacts, 2015**

	Total Impact
Economic Impact	
Jobs	6,260
Earnings	\$261,100,000
State Gross Domestic Product	\$410,700,000
Fiscal Impact	
State Income Tax	\$6,600,000
State and Local Sales Taxes	\$7,587,000
Local Property Tax	\$6,097,000

Note: Total impacts include direct, indirect, and induced effects.
 Source: Kem C. Gardner Policy Institute

Family Travel Activity Impacts

To estimate the economic and fiscal impacts associated with the Utah travel expenditures of nonresident client families, the Gardner Policy Institute asked respondents to estimate the total number of hotel room nights spent in Utah by client parents and other caretakers. Respondents estimated that client families spent over 41,200 hotel nights in Utah in 2015 (see question 16 in Appendix B for the exact wording of this question). Based on hotel room night estimates and data from ongoing travel and tourism research projects, the Gardner Policy Institute estimated total expenditures to model in REMI PI+.

Table 3 summarizes these estimates, which may be conservative if client families spend more than the average Utah traveler. Absent a direct survey of client families, the estimates represent the most reliable and reasonable estimates available.

**Table 3
Client Family Travel Expenditure Estimates, 2015**

	Total	Average Per Program
Hotel/Lodging	\$4,583,000	\$77,700
Car Rentals and Gas	\$4,174,000	\$70,700
Restaurants	\$3,676,000	\$62,300
Retail and Other*	\$2,415,000	\$40,900
Entertainment	\$779,000	\$13,200
Groceries	\$677,000	\$11,500
Total Expenditure	\$16,304,000	\$276,300

*Includes related sales taxes
 Source: Kem C. Gardner Policy Institute

Table 4 shows the total economic and fiscal impacts supported by spending by out-of-state parents or guardians who came to drop off, visit, and/or pick up their children attending industry programs in Utah. These impacts are in addition to those generated by the therapy program operation.

**Table 4
Client Family Travel Total Impacts, 2015**

	Total Impact
Economic Impact	
Jobs	200
Earnings	\$8,224,000
State Gross Domestic Product	\$12,838,000
Fiscal Impact	
State Income Tax	\$222,000
State and Local Sales Taxes	\$1,734,000
Local Property Tax	\$198,000

Note: Total impacts include direct, indirect, and induced effects.
 Source: Kem C. Gardner Policy Institute

Conclusion

With approximately 90% of clientele coming from out-of-state, the Family Choice Behavioral Healthcare Interventions Industry is a unique export industry in Utah. The industry generates an economic impact in the state through both revenue from out-of-state clients and through the travel expenditures of clients' families.

The economic and fiscal impacts of both day-to-day operations and client family travel expenditures for the 59 industry programs that the Gardner Policy Institute analyzed totaled over 6,400 Jobs, \$269 Million in Earnings, \$423 Million in State Gross Domestic Product (Utah GDP), and \$22 Million in State and Local Tax Revenue in 2015.

Appendix A: Utah's Family Choice Behavioral Healthcare Interventions Industry Programs

Appendix B: Data Collection Questionnaire and Summary Statistics

Appendix C: Selected Summary Statistics by Program Type

ⁱ [All Kinds of Therapy](#) sponsored this research. [All Kinds of Therapy](#) is a comprehensive, independent online directory for Family Choice Behavioral Healthcare Interventions programs. Its mission is to "to have our partner companies provide accurate, factual details, in a usable format to empower families and professionals to compare and evaluate the variety of treatment options available."

ⁱⁱ Respondents reported that they operated 79 programs in total. Per All Kinds of Therapy's guidance on program definitions, the count was modified to 59 programs in total.

Appendix A, Utah's Family Choice Behavioral Health Interventions Industry Programs

Economic Impact of Utah's Family Choice Behavioral Health Interventions Industry

Alpine Academy
AshCreek Ranch Academy
Aspiro Group, Inc.
At the Crossroads
Birdseye Residential Treatment Center
Catalyst Residential Treatment, LLC
Cedar Ridge Inc.
Center For Change
Crossroads Residential Treatment Center
Daniels Academy*
Diamond Ranch Academy
Discover Seven Stars*
Discovery Academy
Discovery Connections
Discovery Ranch
Discovery Ranch South
Eagle Ranch Academy
Elements Wilderness
Elevations Residential Treatment Center
Eva Carlston Academy LLC
Evoke at Entrada
Expedition Therapy Associates*
Falcon Ridge Academy*
Forte Strong
Gateway Academy, LLC
Havenwood Academy*
Heritage Schools, Inc.
Kolob Canyon Residential Treatment
La Europa Academy
Lava Heights*
Legacy Outdoor Adventures
Liahona Academy for Youth, LLC
Logan River Academy
Maple Lake Academy
Maple Lake Academy for Boys
Moonridge Academy
Mount Pleasant Academy*
Mountain Springs Academy
New Haven
Oakley School
Outback Therapeutic Expeditions
Oxbow Academy
Provo Canyon School
Red Rock Canyon School*
RedCliff Ascent & Medicine Wheel
Second Nature Uintas
Second Chances*
Solstice Residential Treatment Center
Sorensons Ranch*
Star Guides
Sundance Canyon Academy
Sunrise Residential Treatment Center
Telos Residential Treatment Center
The Journey Home
The Journey, LLC
Three Points Center
Triumph Youth Services
Turn-About Ranch
Turnabout Stillwater Academy*
Uinta Academy
Uinta Academy (Young Adult)
University Neuropsychiatric Institute*
ViewPoint Center
Vista Adolescent Treatment Center (Magna Boys Campus & Sage Campus for Girls)
Vista at Dimple Dell Canyon, Inc.
Vista Counseling Services, LLC (Young Adult Transitional Program)
Waterfall Canyon Academy
WayPoint Academy
West Ridge Academy
White River Academy*
WinGate Wilderness Therapy
Youth Care Residential Treatment Program

*Did not provide data for the study

Appendix B, Data Collection Questionnaire and Summary Statistics

Economic Impact of Utah’s Family Choice Behavioral Health Interventions Industry

Wilderness Therapy and Private Pay Residential Treatment Economic Impact Analysis Questionnaire

These data will be used by the Kem C. Gardner Policy Institute at the University of Utah to determine the total economic impacts of private pay residential treatment and wilderness therapy programs in Utah. The information you are submitting is confidential. The Gardner Policy Institute will not disclose individual firm data (employment, payroll, expenditures, client volume, and educational attainment of employees). Only contact information and whether or not a questionnaire was completed will be reported to the All Kinds of Therapy, the sponsor of this project. All other results will be reported in aggregate form. This form gathers information on payroll and employment, expenditures, and client volume. A list of the questions was attached to the notification e-mail. We suggest you review the list and gather appropriate information before beginning to fill this form out. If you need to leave the form before finishing, your progress will be saved and you can continue where you left off by using your individual link. Unfinished responses will be recorded as final after Monday, January 25, 2016. Please direct questions to john.downen@utah.edu

1 Please provide your contact information (for main Utah location) so that we may contact you if questions about your response arise.

(Not disclosed to protect privacy of respondents)

2 Please indicate the number of programs you own and operate in Utah:

Type	Percent*
Private Pay Residential Treatment	68.6%
Wilderness Therapy	19.6%
Other**	27.5%

* Percent of responses identifying at least one program in category; total sums to more than 100% because some responses reported operating more than one program type.

**Young Adult, Intensive Outpatient Therapy, Therapeutic Boarding School, Non-profit, etc.

Description for Other	
<i>Not-For-Profit Residential Treatment Center</i>	<i>Young Adult Intensive Outpatient</i>
<i>Day Treatment and Outpatient Program</i>	<i>Transitional Living Program</i>
<i>Residential Support, Day Treatment</i>	<i>Outpatient</i>
<i>Private Pay Therapeutic Boarding School</i>	<i>Co-Ed Therapeutic Boarding School</i>
<i>Young Adult Transitional Program</i>	<i>4 state contracted residential treatment centers and 2 outpatient clinics</i>
<i>Adolescent Psychiatric Hospital</i>	
<i>Transitional Boarding School</i>	<i>RTC, Day Treat, Outpatient Nonprofit programs</i>

3 In which of the following counties did your business operate in in 2015?

County	Sum*	Percent*
Beaver County	1	2.0%
Box Elder County	2	3.9%
Cache County	2	3.9%
Carbon County	0	0.0%
Daggett County	1	2.0%
Davis County	2	3.9%
Duchesne County	2	3.9%
Emery County	2	3.9%
Garfield County	1	2.0%
Grand County	0	0.0%
Iron County	4	7.8%
Juab County	2	3.9%
Kane County	1	2.0%
Millard County	1	2.0%
Morgan County	0	0.0%
Piute County	0	0.0%
Rich County	0	0.0%
Salt Lake County	10	19.6%
San Juan County	0	0.0%
Sanpete County	3	5.9%
Sevier County	0	0.0%
Summit County	2	3.9%
Tooele County	2	3.9%
Uintah County	0	0.0%
Utah County	12	23.5%
Wasatch County	1	2.0%
Washington County	11	21.6%
Wayne County	1	2.0%
Weber County	4	7.8%

*Of all responses; some responses identified more counties than programs because they operate in multiple places

4 On average, how many employees did you have in Utah in 2015? (count full and part-time employees equally)

Sum	Average*
5,110	87

*Per program

5 How many of these employees had a bachelors degree as their highest level of educational attainment?

Average*
39.6%

*Of all responses

6 How many of these employees had a graduate degree as their highest level of educational attainment?

Average*

17.3%

*Of all responses

7 Please enter total wages/salaries, including bonuses and ownership income, paid in Utah in 2015. Do not include payroll taxes or withholding.

Sum	Average*
\$143,739,530	\$2,436,263

*Per program

Average Annual Wage*

\$30,245

*Of all responses

8 Please enter total employer contributions to health/dental insurance and retirement plans for Utah employees in 2015.

Sum	Average*
\$12,106,868	\$205,201

*Per program

9 Please enter total property taxes, licensing fees, business registration fees, and other fees and taxes paid to Utah state and local governments in 2015 (do not include sales or income taxes).

Sum	Average*
\$6,580,213	\$111,529

*Per program

10 Please enter total corporate Utah state income taxes paid in 2015 (do not include federal income taxes).

Sum	Average*
\$3,575,770	\$60,606

*Per program

11 Please enter total gross revenue earned in Utah in 2015.

Sum	Average*
\$328,702,999	\$5,571,237

*Per program

12 Please enter total scholarships and discounts provided in 2015.

Sum	Average*
\$19,385,587	\$328,569

*Per program

13 Please enter total purchases made in Utah in 2015 in the following categories

Category	Sum	Average*
Real Estate Rentals & Purchases	\$11,678,192	\$197,935
Entertainment	\$2,492,639	\$42,248
Automobiles	\$2,665,819	\$45,183
Food	\$10,847,952	\$183,864
Other Retail	\$5,538,573	\$93,874
Education Services	\$757,650	\$12,842
Social and Health Services	\$2,946,125	\$49,934
Professional Services**	\$2,172,641	\$36,824
Total of Categories	\$39,099,591	\$662,705

*Per program

**Legal services, accounting services, etc.

14 How many clients did you serve in Utah in 2015?/

15 How many of your 2015 clients were NOT residents of Utah?

Residency	Sum	Average*
Utah Clients	761	15
Nonresident Clients	5,305	104
Total Clients	6,066	119
% Nonresident	87.5%	92.3%

*Of all responses

16 We assume that parents or other caretakers (visitors) may accompany clients during the enrollment and/or programming phases of the client’s stay. Please estimate the total number of Utah hotel room nights that were spent by your nonresident clients’ visitors in 2015. Example: if a client’s married parents rented one Utah hotel room for 3 nights during enrollment and 4 nights during the course of treatment, then that would equal 7 hotel room nights. However, if a client’s divorced parents rented two separate Utah hotel rooms during the same time frame, then that would equal 14 hotel room nights. Do your best to estimate total Utah hotel room nights spent by all nonresident client visitors for the entire year; it does not have to be exact.

The accuracy of visitor spending results relies on the accuracy of industry respondents’ estimates of hotel room nights. Visitor spending results may be conservative if client families spend more than the average Utah traveler. Absent a direct survey of client families, the estimates represent the most reliable and reasonable estimates available.

Sum	Average*
41,216	699

*Per program

17 What airport do the majority of your nonresident visitors fly into when they come to your facility?

Airport	Sum	Percent*
Salt Lake City	35	68.6%
Las Vegas	15	29.4%
Split between SLC & LV	1	2.0%
Neither, drive own cars	0	0.0%

*Of all responses

18 This questionnaire captures the most common major sources of expenditure associated with wilderness and residential treatment programs for non-Utah residents in Utah. Please estimate and describe any other major expenditures for/by non-Utah residents in Utah in 2015.

Where possible, the Gardner Policy Institute added responses to categories of expenditure above recreation, entertainment, eating establishments, sporting events, clothes, gifts, / Estimated at over \$100,000.00

Acquiring new UT drivers licenses, paying vehicle tax and registration

Dept service on real estate; 153,600 / Purchasing of vehicles: 50,000 / Sports Court; 20,000 /

Restaurants and Entertainment for our families when they visit their children. We also spend a lot of money on fuel.

Food, Gas, Car rentals, entertainment, etc. Recreational activities. ie rentals, etc.

Flights into Utah to review Programs, flight to bring their Student top a program visit to see their student every 8 weeks. Each visit runs

approximately \$1800.00 times 4 visit a year totaling \$7,200.00. for a population of 55 students this will run approximately \$396,000.00 a year of travel revenue coming to Utah.

[REDACTED] would not have any other major expenditures for Utah residents attending the program.

We had major investments in our facilities ie leasehold improvements. Using contractors for these tasks bolster Utah economy. / / We've had 5

families this past year purchase homes in Utah as they loved the vacation opportunities available here. / / We have one part of our young adult program that averages about 7-10 students attending the U, Westminster or SLCC paying out-of-state tuition fees. /

vehicle rentals, gas purchase, meals, etc. by families, staff, etc. throughout the year may add up to a significant number, but we do not have these stats

Utilities, phone, computer -- 55,000

Staffing (payroll, taxes and benefits): \$2,914,096 / / Gear and Field Supplies: \$242,137 / / Federal Land Use Fees: \$192,097 / /

Land use fees - 48,000

Merchant account fees= 107,599

general youth expenses - \$60,000

Eating out at restaurants

Rental Car, Meals, Entertainment

Worker's Comp, Liability Insurance are another large expenditure especially in this industry due to it's high risk. Just liability and Worker's comp are \$250,000 annually

For the travel industry our parents spend thousands of dollars flying into Utah. They also spend considerable money shopping and at local restaurants. Many of our parents will even rent an apartment or house in Utah while their son is in treatment. While they are here they also spend money in recreational pursuits.

Flights, hotel stay, food

Repairs & Maintenance of our properties and vehicles is all locally done. That total came out to: ~\$133k in 2015.

Health and social services with providers that are local. / Family supplies clothing, hygiene items etc to the client typically purchased locally.

Equine program: 75 horses 92,000/2015 / Arts Program: 35,000/2015 (not including instructors salary). /

Rental cars= 73,500.00 / Fuel= 31,500.00 / Restaurant food= 92,400 / Coffee (Starbucks!)= 10,080 / Consultant tours= 14,400 / Employee meals at restaurants, company parties, employee gift, etc= 76,009.00 / Utilities= 139,617 /

We estimate that families spend approximately \$80k per yr in Utah on recreational and other activities, other than those listed above.

Many of our student's parents wait until the time of enrollment to purchase the clothing, gear and other items required at admission. This typically means that our families are spending part of the day before enrollment shopping in the area. I'd estimate that at least 50 of our students last year did their pre-enrollment shopping locally, at a cost of at least \$350 for each student. \$17500 per year. / / The other major source of expenditure is when families come to visit their student. We encourage them to enjoy the outdoor recreational options that are available year round in the Park City area.

Many of them are buying EPIC ski passes, fishing licenses, park entrance fees, etc. In addition, when families come to visit they are typically in hotels which means they are eating and local restaurants and visiting local entertainment facilities like movie theaters. Each quarter, I'd estimate that we have 35 parents attend our parent workshops; they are in town for at least 3 nights on each of these occasions. The estimated expenditure for these weekend visits is \$400 per family. \$56,000 per year.

Medications and psychiatric care for children, which is separate from the facility.

Zion National Park - Approximately 230 visitors / 1,500 meals purchased in Hurricane, Virgin, LaVerkin, UT /

Meals at restaurants--12,000 / Entertainment for parents visiting--50,000

19 Please use this box if you would like to provide any additional information or feedback.

I'm hoping "other retail services" would include fuel for vehicles, office supplies, and household (i.e., hygiene products, toiletries, etc.) since these are significant amounts annually.

[This is correct -- if we do this again, we should specify more examples]

Thank you for doing this. We are very excited to see the results. If you happen to break down the results by county, we would like to see our impact on Tooele County as I believe we are the only facility in the county.

[We could do regional impact analysis in the future]

At this time the majority of our clients are Utah residents as all our programs are state contract with the exception of our wilderness program. We also have private pay clients in our outpatient clinics, but these are also Utah residents. So in using our data, please keep that in mind.

[The economic impact analysis reflects activity associated with nonresident clients; we have shared this particular program (and all others) appropriately]

We are a non profit program that is 501C with just a board of directors

[We model total economic activity whether for profit or not -- nonprofit activity still supports jobs and wages in the economy]

Appendix C, Selected Summary Statistics by Program Type

Economic Impact of Utah's Family Choice Behavioral Health Interventions Industry

Employees

Program Type	Sum
Private Pay Residential Treatment	2,507
Wilderness	435
Other*	2,168
Grand Total	5,110

* Young Adult, Intensive Outpatient Therapy, Therapeutic Boarding School, Non-profit, etc.; includes responses that identified multiple program types

Employees with Bachelors Degree as Highest Level of Education

Program Type	Average*
Private Pay Residential Treatment	36.8%
Wilderness	58.5%
Other**	36.0%
Grand Total	39.6%

*Of all responses

**Young Adult, Intensive Outpatient Therapy, Therapeutic Boarding School, Non-profit, etc.; includes responses that identified multiple program types

Employees with Graduate Degree as Highest Level of Education

Program Type	Average*
Private Pay Residential Treatment	17.5%
Wilderness	17.9%
Other**	16.7%
Grand Total	17.3%

*Of all responses

**Young Adult, Intensive Outpatient Therapy, Therapeutic Boarding School, Non-profit, etc.; includes responses that identified multiple program types

Average Annual Wage

Program Type	Average*
Private Pay Residential Treatment	\$28,053
Wilderness	\$38,864
Other**	\$30,313
Grand Total	\$30,245

*Of all responses

**Young Adult, Intensive Outpatient Therapy, Therapeutic Boarding School, Non-profit, etc.; includes responses that identified multiple program types

Gross Revenue

Program Type	Sum
Private Pay Residential Treatment	\$168,335,176
Wilderness	\$36,353,218
Other*	\$124,014,605
Grand Total	\$328,702,999

*Young Adult, Intensive Outpatient Therapy, Therapeutic Boarding School, Non-profit, etc.; includes responses that identified multiple program types

Major Expenditures (see Appendix A for categories)

Program Type	Sum
Private Pay Residential Treatment	\$21,317,232
Wilderness	\$4,601,635
Other*	\$13,180,724
Grand Total	\$39,099,591

*Young Adult, Intensive Outpatient Therapy, Therapeutic Boarding School, Non-profit, etc.; includes responses that identified multiple program types

Nonresident Client Share

Program Type	Average*
Private Pay Residential Treatment	95.3%
Wilderness	97.1%
Other**	84.3%
Grand Total	92.3%

*Of all responses

**Young Adult, Intensive Outpatient Therapy, Therapeutic Boarding School, Non-profit, etc.; includes responses that identified multiple program types

Visitor Nights

Program Type	Sum
Private Pay Residential Treatment	24,059
Wilderness	3,779
Other*	13,378
Grand Total	41,216

*Young Adult, Intensive Outpatient Therapy, Therapeutic Boarding School, Non-profit, etc.; includes responses that identified multiple program types

The accuracy of visitor spending results relies on the accuracy of industry respondents' estimates of hotel room nights. Visitor spending results may be conservative if client families spend more than the average Utah traveler. Absent a direct survey of client families, the estimates represent the most reliable and reasonable estimates available.



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