

Real Estate Property Tax Relief Task Force Outline of Proposal/Scope of Work for Contracted Entity

For: The Office of the Executive
Director of the Maine Legislature

Submitted by:



In Collaboration with:

JPC Milo Consulting, LLC



Authorized Representative:
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Section 1 – Proposal Cover Page (APPENDIX B)

Research and Analytical Support for the Real Estate Property Tax Relief Task Force PROPOSAL COVER PAGE

Bidder's Organization Name:	Jack Faucett Analytics, Inc.		
Chief Executive - Name/Title:	Michael Lawrence		
Tel:	301-467-7642	E-mail:	lawrence@jfaucett.com
Headquarters Street Address:	4915 Saint Elmo Ave, 205		
Headquarters City/State/Zip:	Bethesda, Maryland 20814		
<i>(Provide information requested below if different from above)</i>			
Lead Point of Contact for Proposal -Name/Title:			
Tel:		E-mail:	
Headquarters Street Address:			
Headquarters City/State/Zip:			

- This proposal and the pricing structure contained herein will remain firm for a period of 180 days from the date and time of the bid opening.
- No personnel currently employed by the Maine State Legislature or any State agency participated, either directly or indirectly, in any activities relating to the preparation of the Bidder's proposal.
- No attempt has been made, or will be made, by the Bidder to induce any other person or firm to submit or not to submit a proposal.
- The above-named organization is the legal entity entering into the resulting contract with the TaskForce/Legislature if they are awarded the contract.
- The undersigned is authorized to enter contractual obligations on behalf of the above-named organization.

To the best of my knowledge, all information provided in the enclosed proposal, both programmatic and financial, is complete and accurate at the time of submission.

Name (Print): Michael Lawrence	Title: President
Authorized Signature: 	Date: 10/14/2025

Section 2 - Debarment, Performance and Non-Collusion Certification (APPENDIX C)

Research and Analytical Support for the Real Estate Property Tax Relief Task Force DEBARMENT, PERFORMANCE, and NON- COLLUSION CERTIFICATION

Bidder's Organization Name:	Jack Faucett Analytics, Inc.
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By signing this document, I certify to the best of my knowledge and belief that the aforementioned organization, its principals and any subcontractors named in this proposal:

- a. Are not presently debarred, suspended, proposed for debarment, and declared ineligible or voluntarily excluded from bidding or working on contracts issued by any governmental agency.*
- b. Have not within three years of submitting the proposal for this contract been convicted of or had a civil judgment rendered against them for:*
 - i. Fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a federal, state or local government transaction or contract.*
 - ii. Violating Federal or State antitrust statutes or committing embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property.*
- c. Are not presently indicted for or otherwise criminally or civilly charged by a governmental entity (Federal, State or Local) with commission of any of the offenses enumerated in paragraph (b) of this certification.*
- d. Have not within a three (3) year period preceding this proposal had one or more federal, state or local government transactions terminated for cause or default.*
- e. Have not entered into a prior understanding, agreement, or connection with any corporation, firm, or person submitting a response for the same materials, supplies, equipment, or services and this proposal is in all respects fair and without collusion or fraud. The above-mentioned entities understand and agree that collusive bidding is a violation of state and federal law and can result in fines, prison sentences, and civil damage awards.*

Name (Print): Michael Lawrence	Title: President
Authorized Signature: 	Date: 10/14/2025

Section 3 – Organization Qualifications and Experience (APPENDIX D)

Research and Analytical Support for the Real Estate Property Tax Relief Task ForceQUALIFICATIONS & EXPERIENCE FORM

Bidder's Organization Name:	Jack Faucett Analytics, Inc.
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Present a brief statement of qualifications, including any applicable licensure and/or certification. Describe the history of the Bidder's organization, especially regarding skills pertinent to the specific work required by the Invitation for Proposals and any special or unique characteristics or sources of data available to the organization which would make it especially qualified to perform the required work activities. You may expand this form and use additional pages to provide this information.

Organization Qualifications and Experience

This section provides an overview of the experience of the proposed team providing contract support to national, state, and local government agencies and legislatures in economic and financial analysis of revenue programs. This team has worked together seamlessly to collect primary and secondary data to carry out related research and program design. Our collaborations have resulted in final reports and presentations that not only met but exceeded our clients' expectations, culminating in peer-reviewed and widely distributed publications with presentations at national conferences. We have completed several studies focused on property tax equity, structure, and effectiveness.

Jack Faucett Analytics (JFA) Qualifications

Jack Faucett is a veteran-owned small business that is a nationally recognized economic and policy research firm specializing in data-driven analysis for federal, state, and regional governments. For over 60 years, JFA has delivered rigorous, objective research that supports public-sector decision-making in areas including taxation, infrastructure finance, transportation, energy, and environmental policy. JFA's team combines expertise in economic modeling, benefit-cost and fiscal impact analysis, and public data systems integration. The firm has extensive experience assisting government agencies by developing tools and analyses that inform tax and policy strategies through rigorous statistical research, stakeholder coordination, and accessible reporting.

JFA was awarded a new contract today by the Miami (Ohio) Conservancy District to support their analysis of the revised property tax structure for a nine-county region of Western Ohio to support the infrastructure development required for flood mitigation and protection. JFA

has completed similar projects throughout Ohio, covering property tax modifications for approximately 80% of Ohio counties. Our work in California has supported successful Enterprise Zone applications for a dozen California counties and over fifty municipalities. These applications include presentations to the state, encompassing economic development, employment, training, education, infrastructure, and finance plans, as well as property tax rates, for the next 30 years.

Since JFA was founded in 1963, we have completed over 2000 assignments on about 800 contracts. These projects have included all aspects of economic, financial, and urban or rural development. Our projects encompass a range of technical areas, including energy, transportation, environment, agriculture, and emergency planning and recovery.

Michael Lawrence – Senior Project Manager, JFA, is a senior economist and financial analyst with more than 40 years of experience overseeing interdisciplinary policy and economic research for federal, state, and local agencies. He has directed major analytic studies for the U.S. Department of Transportation and state economic development offices, including fiscal analysis, benefit-cost modeling, and stakeholder engagement. He has led projects in over forty states. For the Property Tax Relief Task Force, Mr. Lawrence will serve as Project Manager, ensuring that all deliverables meet the Task Force’s analytical and policy objectives, schedule, and quality standards. His leadership combines technical rigor with a practical understanding of state and municipal data systems and public finance processes. He has provided expert testimony in courts and before legislative bodies in several states.

Dustin Avant is a Data Engineer and Economic Analyst specializing in statistical modeling, fiscal data analysis, and public-sector decision support. For the Property Tax Relief Task Force, Mr. Avant will lead database design, data integration, and analytical modeling tasks to support the evaluation of property tax trends, burden distribution, and policy options. He brings experience supporting federal and state data programs, including the U.S. DOT’s Bureau of Transportation Statistics and Federal Highway Administration. His expertise in Excel/VBA automation and data quality assessment enables efficient, transparent analysis of large administrative datasets. Mr. Avant holds a B.S. in Electrical Engineering from Purdue University Calumet and has prior experience in data systems management and cost modeling within the energy sector.

JPC Milo Consulting, LLC.

Dr. Jeffrey P. Cohen, Ph.D. is the Managing Member of JPC Milo Consulting LLC, which is a sole-proprietorship economics and public policy consulting firm based in Connecticut that has been operating since 2011. Its clients have included the Lincoln Institute of Land Policy, and the Federal Highway Administration, among others. Dr. Cohen will serve as the Principal Investigator on this State of Maine proposed project. Note that Dr. Cohen is also a Professor of Finance and the Kinnard Scholar in Real Estate at the University of

Connecticut. However, Dr. Cohen is not speaking, acting, or working on behalf of the University of Connecticut or the State of Connecticut with this proposed project.

Selected JFA past projects.

Over the past decade, JFA has delivered rigorous decision-grade analyses for federal, state, and local clients that closely mirror the Task Force’s needs: building clean, documented datasets, conducting transparent fiscal/economic modeling, and producing accessible reports for policymakers. Notable examples include FHWA’s Highway Safety BCA Guide (method development and guidance), FHWA’s Intermodal Connectors database/tools (multi-owner statewide data integration), TRB’s NCHRP Price Indexing study (policy design with fiscal implications), the City of Firebaugh Economic Development Strategy (local government planning with public-facing deliverables), and FHWA’s Road Weather Management BCA Compendium (synthesizing multi-source data into practitioner-ready guidance). Together, these demonstrate JFA’s capacity to coordinate with agencies, standardize data, and translate complex analysis into clear, equitable policy options.

The table below provides a few examples of JFA Representative Projects

Project	Client	Date	Why it’s relevant
Highway Safety Benefit-Cost Analysis (BCA) Guide	FHWA	2018	Methods/guidance for transparent, defensible benefit-cost work—directly analogous to evaluating tax relief options and documenting assumptions. ROSA P
Development of Database & Analysis Tools for Intermodal Connectors	FHWA	2017 (study publication)	Built agency-ready databases across multiple data owners; strong parallel to acquiring/cleaning statewide property-tax files and reporting results. Jack Faucett Analytics+1
NCHRP 20-07/Task 274: Price Indexing in Transportation Construction Contracts	TRB/NCHRP	2011	Policy research with fiscal consequences (indexing rules, cost volatility) shows JFA’s ability to turn statistical findings into implementable policy. TRB Online Publications
Local Economic Development Strategy (HUD Regional Initiative)	City of Firebaugh (CA)	2014 (city reference)	Local-government strategy with stakeholder-facing deliverables emphasizes accessible reporting for public decision-makers. Jack Faucett Analytics+1

Project	Client	Date	Why it's relevant
Road Weather Management BCA Compendium	FHWA	2014	Large synthesis project (JFA contributors) turning diverse data into usable practitioner guidance—model for clear, public-sector reporting.

Additional Examples of JFA Data Driven Projects

Federal Highway Administration – Benefit-Cost Analysis (BCA) Technical Support - Client: FHWA Office of Policy and Governmental Affairs

- Developed standardized economic evaluation methods for federal and state transportation projects.
- Built analytical models integrating public finance and regional economic data.

Bureau of Transportation Statistics (BTS) – Transportation Cyber Statistics Program - Client: U.S. DOT Bureau of Transportation Statistics Reporting.

- Designed database architecture for integrating national incident and administrative data.
- Developed automated data-quality scoring and filtering methods.
- Produced statistical summaries and policy dashboards to support federal decision-making.

U.S. Department of Energy – Residential Technology and Fuel-Switching Cost Analysis - Client: U.S. Energy Information Administration (EIA)

- Built detailed cost models for energy-efficiency and fuel-switching technologies.
- Conducted multi-region economic comparisons and sensitivity analyses.
- Synthesized results into accessible, decision-grade materials for DOE leadership.

Additional Projects Led by Jeffrey Cohen

PI	Title	Client	Dates
Jeffrey Cohen	Moving a Highway and Housing Wealth Differences*	Land Economics Foundation	2025-26
Jeffrey Cohen	How Is Adding New Land A Feather in the Cap? Highway Capping and Land Value Capture (case study of Pittsburgh PA)*	Lincoln Institute of Land Policy	2024-25
Jeffrey Cohen	Can Fairness Flow in Philly? Real Estate Assessment Equity for Green Stormwater Infrastructure Finance*	Lincoln Institute of Land Policy	2023-24

PI	Title	Client	Dates
Jeffrey Cohen	A Natural Experimental Approach to Separating Land and Structure Values: The Case of Minneapolis, Minnesota*	Alrov Institute for Real Estate, Tel Aviv University	2023-25
Jeffrey Cohen	Distribution of Residential Land Value Change and Interstate Highway Investment**	Federal Highway Administration	2021-23
Jeffrey Cohen	Impacts of CTfastrak on Real Estate and Urban Economic Development: Phase 2*	CT Department of Transportation and Federal Highway Administration	2020-22
Jeffrey Cohen	Impacts of CTrail Hartford Line on Real Estate and Urban Economic Development: Phases 1 and 2*	CT Department of Transportation and Federal Highway Administration	2018-19
Jeffrey Cohen	Impacts of CTfastrak on Real Estate and Urban Economic Development: Phase 1*	CT Department of Transportation and Federal Highway Administration	2016-17
Jeffrey Cohen	Seminar on Land Value Taxation Pilot Program in Connecticut**	Lincoln Institute of Land Policy	2014
Jeffrey Cohen	Replacing the Sales Tax with a Land Tax: Where, What Goods, and Why**	Lincoln Institute of Land Policy	2012-13
Jeffrey Cohen	Land Value Capture at Airports: Case Studies**	Lincoln Institute of Land Policy	2012-13
Jeffrey Cohen	Prospects for Land Taxation in Connecticut**	Lincoln Institute of Land Policy	2011-12
* Denotes funding awarded to University of Connecticut ** Denotes funding awarded to JPC Milo Consulting LLC			

APPENDIX D (continued)

Provide a description of projects that occurred within the past five years which reflect experience and expertise needed in performing the functions described in the “Scope of Services” portion of this Invitation for Proposals. For each of the project examples provided, a contact person from the client organization involved should be listed, along with that person’s telephone number and email address. Please note that contract history with the State of Maine, whether positive or negative, may be considered in rating proposals even if not provided by the Bidder.

Project One	
Client Name:	Hunter’s Run Conservatory District
Client Contact Person:	Lindel Jackson - President
Telephone:	740-409-0312 (HRCD) 740-475-4932(personal)
E-Mail:	lindel.hrcd@gmail.com
Brief Description of Project	
Hunter’s Run Conservancy District Benefit Study Review <i>HRCD (Ohio)</i> Michael F. Lawrence, Project Manager, PI Dustin Avant, Data Analyst Jack Faucett Analytics, Inc. (JFA), with subcontractor Stantec, Inc., worked with the Hunter’s Run Conservancy District (HRCD) to develop recommendations for maintenance and improvement in structural and non-structural flood control measures within the Hocking River Watershed District Boundary. As part of this effort, HRCD retained JFA and Stantec to conduct a reappraisal of the project benefits of the selected HRCD maintenance and operations plans. The final report describes the methodology and data applied to the Hunter’s Run Conservancy District (HRCD) <i>Readjustment of Appraisal of Benefits</i> project. The analysis is prepared in accordance with the Ohio Revised Code (ORC) Section 6101.54 <i>Readjustment of appraisal of benefits</i>, and Section 6101.53 <i>Conservancy maintenance assessment</i>. The study used a watershed-wide (Upper Hocking and Hunter’s Run) approach and presents the project's findings of Phase I and Phase II, a <i>Readjustment of Appraisal of Benefits</i> study evaluating flood control improvements in the HRCD. Phase I focused on Operating Expenses, Benefit Estimation, and the estimation of equitable property tax adjustments to reflect the protection provided to property owners. Phase II introduced a 20-year capital spending plan, incorporating new investments and a schedule for readjusting benefits through the Work Plan Amendment.	

APPENDIX D (continued)

Project Two	
Client Name:	Lincoln Institute of Land Policy
Client Contact Person:	Patrick Welch, Associate Director of Urban Sustainability
Telephone:	800-LAND-USE
E-Mail:	pwelch@lincolninst.edu
Brief Description of Project	
Can Fairness Flow in Philly? Real Estate Assessment Equity for Green Stormwater Infrastructure Finance Jeffrey P. Cohen, PI The prevalence of severe flooding events has led to the need for developing additional stormwater infrastructure that can mitigate runoff into traditional storm drains while offering aesthetic alternatives to concrete and metal (“gray”) drainage systems. We explore how Green Stormwater Infrastructure (GSI) impacts house prices, how it can be financed, and whether the approaches proposed and those currently used are consistent with fair and equitable practices. We develop an innovative identification strategy that uses difference-in-differences regression methods. We rely on a comprehensive data set of housing sales prices and assessed values in the City of Philadelphia, PA, together with a detailed set of geographic information systems data on the locations and installation dates of GSI throughout the city. With this approach, we first estimate that the causal impacts of GSI on single-family residential sales prices per square foot of living area are in the range of 10%, on average. This range of estimates is consistent across a broad range of alternative robustness checks. We also compare two alternative stormwater financing mechanisms with the current Philadelphia Water Department user fee, which is a flat charge based on the average residential impervious area of all homes in the city. Specifically, for a fee structure dependent on a traditional property tax, as well as separately a fee based on the amount of impervious area on each property, we compare the share of property value paid for the stormwater charge against the overall property value to determine whether the alternative financing mechanism would be neutral. Indeed, we find that both of these alternative approaches are also regressive. The impervious area charge is more regressive than the property tax approach but less regressive than the flat fee because more expensive homes tend to have less impervious areas. These findings may motivate offering greater incentives or subsidies for owners of lower-valued homes to purchase and install GSI.	

APPENDIX D (continued)

Project Three	
Client Name:	Lincoln Institute of Land Policy
Client Contact Person:	Luis Quintanilla, Program Analyst
Telephone:	800-LAND-USE
E-Mail:	Lquintanilla@lincolninst.edu
Brief Description of Project	
Highway Capping: How Is Adding New Land A Feather in the Cap? Jeffrey P. Cohen, PI Highways can be associated with disamenities (e.g., noise, air pollution, and traffic) that lead to lower nearby home values, as well as access benefits that can lead to higher housing values. The net effect is often unclear, but policies to cap a highway can alleviate the disamenities while preserving the access benefits. This paper tests the hypothesis that a recent major highway capping project had a significant positive effect on nearby home prices. We use a difference-in-differences approach to estimate how proximity to the cap in Pittsburgh, Pennsylvania impacts home prices, after the cap's announcement and opening. We find that homes within one mile of the cap, after the construction decision date and the end-of-planning date (2015 and 2018, respectively), significantly raised home sales prices by approximately 10 percent. In contrast, homes sold in the same areas after the completion (in 2021) were not significantly affected. These results are robust to various distance cutoffs, implying that the cap can create new land that enhances the value of nearby homes. We discuss the issues that would complicate this increment to be captured in practice.	

Project Four	
Client Name:	Federal Highway Administration, U.S. Department of Transportation
Client Contact Person:	Charles Sundberg, Economist
Telephone:	202-366-4000
E-Mail:	Charles.Sundberg@dot.gov
Brief Description of Project	
Distribution of Residential Land Value Change and Interstate Highways Investment Jeffrey P. Cohen, PI Michael F. Lawrence, Project Manager Dustin Avant, Data Analyst Understanding how Interstate Highways (IHs) impact residential land values over time has not been thoroughly examined. Housing is the largest expenditure for many U.S. households, and it is one of the major mechanisms for households to accumulate wealth. This issue is the focus of this paper. A literature review was conducted to guide the research. The literature found highways can increase property values due to accessibility benefits and decrease values due to increased pollution and barrier effects. This paper employs historical data and two specifications of Difference-in-Differences regressions, one based on linear distance to the nearest segment and the other drive time to the nearest access point, to estimate how single-family residential land values were impacted by proximity to a newly constructed Interstate Highway (IH). The findings varied by specification and city. For example, in Los Angeles, being within a 5-minute driving time from the nearest access point decreased land values by roughly \$22,000 to \$26,000. For the same specification, land values in Philadelphia increased by approximately \$26,000. The heterogeneity of the effects by city, both in magnitude and direction, sheds light on the possible positive and negative externalities of highways.	

Resumes:

Michael F. Lawrence:	President / Senior Economist
Jeffrey P. Cohen, PH.D.	Principal Investigator
Dustin Avant:	Data Engineer and Analyst

MICHAEL F. LAWRENCE

PRESIDENT / SENIOR ECONOMIST



YEARS OF EXPERIENCE: 39

EDUCATION:

M.B.A., Finance / Applied
Economics, University of California -
Berkeley, 1975

Bachelor of Arts, Economics,
University of California - Berkeley,
1973

EMPLOYMENT:

JFA, Economist, Senior Economist,
President, 1975 - Present

Presidential Task Force on
Automobile Goals Beyond 1980,
Member, Marketing and Mobility
Panel, 1975 - 1976

U.S. Army, Commissioned Officer,
1966 - 1969

PROFESSIONAL ACTIVITIES:

Co-Chair TRB Economic
Development & Land Use Committee
Active Friend, TRB Economics,
Finance & Taxation, Freight &
Logistics Planning, Air Quality, &
Congestion Pricing Committees
Member, Business Continuity &
Emergency Planning & Energy Comm

Basis for Selection:

Michael Lawrence will be the JFA senior economist and subject matter expert for this effort. Mr. Lawrence is an experienced adult trainer who offers considerable experience evaluating issues involving strategic asset valuation, land use planning, infrastructure finance, economic impact analysis, and benefit-cost analysis (BCA) across the nation. He has directed over 200 studies evaluating issues surrounding and applying economic, policy, and financial analysis for transportation, water resources, and other markets. In his over 40 years of providing economic analysis support to government agencies, he has conducted well over 100 major economic and financial modeling studies for transportation, energy, and environmental policy support. He has taught economics to transportation professionals for the National Highway Institute, delivered BCA Workshops at over a dozen state DOTs, and developed numerous analytic tools for economists and planners. For FHWA, he directed the JFA project that designed and implemented the Highway Economics Requirements System (HERS), and he managed the expansion and design of FHWA BCA models, TOPS-BC, and Safety BCA.

Relevant Project Experience:

Re-estimation of Benefits. Supported over eighty percent of Ohio counties in developing property tax rates that equitably apply the cost of flood protection mitigation to parcel owners throughout each county based on the protection provided and the cost reduction expected.

Electric Vehicle Charging Infrastructure (EVCI) FHWA Grant P3 Contracting. Currently directing a major FHWA initiative to support State DOT and communities seeking NEVI funding to meet federal goals for EVCI roll out over the next five years. Includes webinars

and workshops to train potential grant applicants in the applicability of public-private partnerships for EVCI deployment.

Dry Bulk Facility Options for New Layer to the National Transportation Atlas Database.

Currently leading an effort to identify data and develop plans for a Dry Bulk GIS layer for the NTAD for the Bureau of Transportation Statistics.

Benefit-Cost Analysis Training and Technical Assistance. Developed and delivered workshops and webinars on the theory and application of BCA for transportation systems maintenance, operations, and safety projects. Workshops held at SDOTs and webinars attended by hundreds of transportation planners, engineers, and economists – for the Federal Highway Administration.

TIGER Grant Program Assessment & Benefit-Cost Analysis. Mr. Lawrence led a portion of a US DOT-sponsored assessment of the TIGER Grant Program. The assessment involved developing and testing a benefit-cost methodology to determine if the impacts projected in each grant application's benefit/cost assessment have been obtained. Grant awards for the first five years of the program are used to test the methodology and the assessment.

FRA National Disparity Study. Led a multi-year study to evaluate the rail supply and service industry, evaluating contracting and subcontracting practices on about 500 FRA grants awarded from 2010 to 2017. Conducted a national survey of 200,000 firms in rail support industries.

Port of Kalama & Cowlitz County – Led a worldwide market and economic study of the Methanol industry to estimate the impacts of a Kalama WA Methanol production facility.

NCFRP #44 Policy-Induced Freight Modal Shifts. Mr. Lawrence was Co-PI and authored chapters describing the factors that influence the current distribution of freight mode share and identifying and analyzing the factors influencing shippers and carriers to shift modes. He also directed six case studies describing significant examples of freight modal shifts including Snake River operations.

NCFRP #26 Freight Cost Data Elements. Mr. Lawrence, as Co-PI reviewed literature related to emerging trends in freight transportation and highway planning data needs associated with those trends and technologies. Developed taxonomy for freight cost data and studied links between freight cost change and transportation planning.

TSMO Benefit-Cost Analysis. Responsible for developing and maintaining TOPS-BC 1.2, 2.0, 3.0, and expanding the BCA tool to over 24 TSMO strategies and technologies. Conducted day-long TSMO BCA workshops at 10 state DOT. Compiled two Compendia of about 50 state BCA of TSMO studies, one focused on all TSMO strategies and one focused on Road Weather Management. Also conducted 4 national webinars on TSMO BCA attended by over 500 transportation engineers, planners, economists, and others. Includes the calculation of travel, safety, VOC, energy, and environmental benefits of TSMO investments. – for the Federal Highway Administration.

Connected and Automated Vehicles (CV/AV) Benefit and Cost Estimation for FHWA.

JFA supports the FHWA Office of Operations in the development of Benefit-Cost tools and provides workshop BCA training at state DOT and MPO throughout the country. We added CV/AV program options to the BCA tools. This includes vehicle penetration, use, cost, and benefits.

Benefit-Cost Analysis Model of Congestion Pricing for Managed Lanes. Developed a BCA tool for the evaluation of congestion pricing options on managed lanes for FHWA and the Managed Lanes Pooled Fund Study.

Benefit-Cost Methodology Development & Analysis of Highway Safety Data System Investments at State DOTs. Developed a groundbreaking methodology and guidebook to assist State DOT safety planners in quantifying the benefits and costs of investing in safety data systems for FHWA.

Short-Term Course on Benefit-Cost Analysis | Client: National Highway Institute. Developed, piloted, and delivered a course on benefit-cost analysis for Integrated Transportation Services projects (IDAS). The two-day course addressed the application of benefit-cost analysis for all types of ITS projects at the Federal Highway Administration's Regional Resource Centers. Sessions were attended by staff from FHWA, the Federal Transit Administration, State departments of transportation, metropolitan planning organizations, and transit and toll authorities.

California Electric Transportation Return on Investment Assessment – Directed a study of the return on investment of the California Clean Vehicle Rebate Project (CVRP) which encourages the deployment of sustainable transportation. JFA estimated the economic activity that leads to more plug-in electric vehicle (PEV) sales and more federal incentives flowing into the California economy for the CalETC.

Macroeconomic Impact of a Low Carbon Fuel Standard for Oregon – Conducted a macroeconomic analysis of potential scenarios for industry compliance (fuel pathways) with the Remi PI+ model. The LCA/JFA team set up scenarios, developed data, and ran the model. Provided expert testimony to the Oregon Legislature, for the Oregon Department of Environment.

Benefit-Cost Analysis of Flood and Erosion Protection | Client: Federal Emergency Management Agency. Developed the economic portions of the Federal Emergency Management Agency's HAZUS-Flood model. This model allows floodplain planners to develop a **benefit-cost analysis** for the evaluation of public expenditures to mitigate flood and erosion losses.

New York State Energy Research and Development Administration (NYSERDA) and the Center for Climate Strategies - Transportation GHG Mitigation Study. Developed and applied an approach to emission reduction and cost estimates for specific technologies and best practices for mitigating greenhouse gas (GHG) emissions in New York State from all transportation sources

Macroeconomic Impact of a Clean Fuel Standard for Washington State – Conducted a macroeconomic analysis of potential scenarios for industry compliance (fuel pathways) with the Remi PI+ model. The LCA/JFA team set up scenarios, developed data, and ran the model for WS Departments of Finance and Ecology.

Southern Governors Association SGA and CCS Transportation Mitigation of GHG Emissions – Led the JFA team in the development of the potential reductions in transportation-related GHG emissions. Programs evaluated included VMT reduction through transit and smart growth policies, LEFS and Fuel Efficiency gains for heavy and light duty vehicles, and operational changes such as HDV idling and equipment improvements.

Network and Non-Network Impacts of Travelers' Choice – On a Task Assignment for the Office of Operations, JFA supported the Transportation Center at Northwestern University in a detailed study of the impact of demand management on travelers' choices of where to live, and work, which activities to engage in and with whom, where, when, by what mode to get there and along which path. The goal of the study was to improve the reflection of traveler's choice expansion in modern TDM.

Renewable Fuel Standard (RFS) Impact on Lake Erie Algae Blooms - The RFS is the primary alternative fuel mandate in the U.S. It mandates increases in biofuels, produced from corn, advanced cellulosic and biodiesel feedstocks. This study examined available literature concerning one aspect of the Renewable Fuel Standard, how the mandate and incentives for growing corn for ethanol ultimately affects water quality in Lake Erie. For the Joint (US/CA) International Committee (JIC). This study included the review of agricultural practices in the Lake Erie US drainage basin before and after the RFS and the likely impacts on agricultural runoff.

Micro and Macroeconomic Impact of Low Carbon Fuel Standards – Combined ANL VISION fleet/VMT model with a postprocessor to convert micro impacts from VISION (travel, fuel use by type, fuel cost to households and businesses, and other data) with the REMI PI+ macroeconomic model to estimate economic impacts in California, Oregon, and Washington State, for the State energy and environmental departments.

Cost-Benefit Analysis of Vessel Traffic Systems | Clients: U.S. Coast Guard and U.S. Department of Transportation, Volpe Center. Directed a study that investigated the potential capital and operating **costs and benefits** for 23 major U.S. ports. Analyses included the development of a data system, risk model, casualty analysis, safety impacts, environmental damage, recreational losses, and other information.

Highway Benefit Analysis | Client: U.S. Department of Transportation. Developed procedures and conducted **benefit** analysis for the Hours-of-Service rulemaking for the U.S. Department of Transportation. Collected data on truck operations and incidents as well as driver behavioral information related to cognitive abilities. Developed a model that estimated the economic **benefit** potential of several alternative rule structures.

Greenhouse Gas Emissions Reduction Potential of Switching Freight Movement from Trucks to Trains | Client: Center for Climate Strategies. Examined the greenhouse gas

reduction potential **benefits and costs** of policies to encourage and facilitate shifting freight from truck to rail transport. Findings were included in the official New Jersey State Climate Action Plan.

Economic Impact of a Renewable Energy Incentive Program in California | Client: California Energy Commission. Developed **benefit and cost estimates** for the California Electrical Commission's renewable energy incentive program. The program provided incentives for investors and businesses to generate renewable energy from solar panels, wind turbines, and other renewable sources. Participants in the program could sell the electricity they generated to local utility companies at guaranteed prices.

Economic Impact Analysis of an Inland River Port in Charleston, WV | Client: U.S. Army Corps of Engineers. Performed a **cost-benefit analysis** on two scenarios for an inland river port in Charleston, WV. The two scenarios considered the economic and financial impacts of different development options for two sites on the Kanawha River, a major tributary of the Mississippi River.

Williamstown Lake Dam Cost-Benefit Analysis | Client: Grant County, Kentucky. Performed **cost-benefit analyses** on 32 construction project alternatives for a dam at Williamstown Lake in Grant County, KY. The analysis involved using engineering estimates for the costs of dam construction and operation over a 50-year time period. The report was used by Grant County officials to seek support for the project from the U.S. Army Corps of Engineers.

JEFFREY COHEN, PH.D.

Principal Investigator



EDUCATION:

Ph.D., Economics, Univ of Maryland-College Park, 1998
M.A., Economics, Univ of Maryland-College Park, 1995
M.A., Economics, Univ of Toronto, 1993
B.S., Quantitative Econ, Tufts Univ, 1992

EMPLOYMENT:

JPC Milo Consulting, Managing Member, 2011 – Present

University of Connecticut-Storrs, Professor, 2019 – Present, Kinnard Scholar in Real Estate, 2021-Present; Associate Professor, 2014 – 19

University of Hartford, Professor, 2013-2014, Associate Professor, 2006-2013, Assistant Professor, 2000-2006

Standard & Poor's DRI, Senior Transportation Economist, 1999-2000

PROFESSIONAL ACTIVITIES:

Distinguished Member, Transportation and Public Utilities Group of the American Economic Association, 2017

Visiting Researcher, RWI Institute for German Economic Research, 2017-.

Visiting Scholar, Federal Reserve Bank of St. Louis, 2001-2020; Research Fellow, St. Louis Fed's Community Development Group, 2021-present.

Visiting Research Fellow, Federal Reserve Bank of Boston, Regional and Community Outreach Group, 2023-25.

Basis for Selection

Jeffrey P. Cohen, Ph.D. is Managing Member of JPC Milo Consulting LLC; and a tenured Professor – affiliated with the Center for Real Estate and Urban Economic Studies, the Department of Economics, the Department of Finance, and the School of Business - at the University of Connecticut in Storrs, CT. He is also the Kinnard Scholar in Real Estate at UConn. His current research interests include the impacts of transportation infrastructure on property values; and property taxation and real estate assessment equity. Among over 60 publications, he has published his research in several top journals. His recent work has been funded by the Connecticut Department of Transportation; the Federal Highway Administration of the U.S. Department of Transportation; the Lincoln Institute of Land Policy; and the Land Economics Foundation, among others.

Disclaimer: Jeffrey P. Cohen is not speaking, acting, or working on behalf of the University of Connecticut or the State of Connecticut, with this proposed project for the State of Maine.

Relevant Project Experience

Principal Investigator. “How Is Adding New Land A Feather in the Cap? Highway Capping and Land Value Capture (case study: Pittsburgh PA)”, Lincoln Institute of Land Policy, 2024-25.

Principal Investigator. “Can Fairness Flow in Philly? Real Estate Assessment Equity for Green Stormwater Infrastructure Finance”, Lincoln Institute of Land Policy, 2023-25.

Principal Investigator. “Moving a Highway and Housing Wealth Differences”, Land Economics Foundation, 2025-26.

Principal Investigator. “A Natural Experimental Approach to Separating Land and Structure Values: The Case of Minneapolis, Minnesota”, Alrov Institute for Real Estate at Tel Aviv University, 2023-25.

Principal Investigator. “Distribution of Residential Land Value Change and Interstate Highway Investment”, U.S. Department of Transportation Federal Highway Administration, 2021-23.

Principal Investigator. “Highways and Wealth Distribution: A Geospatial Analysis”, Center for Advanced Multimodal Mobility Solutions and Education (CammSE) U.S. DOT University Transportation Research Center at Univ of North Carolina-Charlotte, through the UConn School of Engineering University Transportation Center, October, 2018-September, 2020.

Principal Investigator. “Impacts of CT*Trail* Hartford Line on Real Estate and Urban Economic Development: Phases 1 and 2”, CT Department of Transportation, and U.S. Department of Transportation Federal Highway Administration, August 2018-October 2019.

Principal Investigator. “Impacts of CT*fastrak* on Real Estate and Urban Economic Development: Phase 2”, CT Department of Transportation, and U.S. Department of Transportation Federal Highway Administration, April 2020-June, 2021.

Principal Investigator. “FHWA VMT Forecasting Model Independent Review and Assessment”, Federal Highway Administration, HPPI190025, Sept 2019-July 2020, \$178,000

Principal Investigator. “Impacts of CT*fastrak* on Real Estate and Urban Economic Development: Phase 1”, CT Department of Transportation, and U.S. Department of Transportation Federal Highway Administration, August, 2016-July, 2017, \$193,928.

Principal Investigator. “Seminar on Land Value Taxation Pilot Program in Connecticut”, Lincoln Institute of Land Policy, 2014.

Principal Investigator. “Land Value Capture at Airports: Case Studies”, Lincoln Institute of Land Policy, 2012-13.

Principal Investigator. “Replacing the Sales Tax with a Land Tax: Where, What Goods, and Why”, Lincoln Institute of Land Policy, 2012-13.

Principal Investigator. “Prospects for Land Taxation in Connecticut”, Lincoln Institute of Land Policy, 2011-12.

Selected Publications (from among over 60 total):

1. Cohen, J.P., Huang, Y. and McMillen, D., 2025. “Can Fairness Flow in Philly? Real Estate Assessment Equity for Green Stormwater infrastructure Finance.” *The Journal of Real Estate Finance and Economics*, pp.1-25.
2. Cohen, J.P. and Huang, Y. 2025. “How Is Adding New Land A Feather in the Cap? Highway Capping and Land Value Capture (case study of Pittsburgh PA)”, Lincoln Institute of Land Policy working paper series, forthcoming.
3. Cohen, J.P., Coughlin, C.C. and Zabel, J., 2020. “Time-geographically weighted regressions and residential property value assessment.” *The Journal of Real Estate Finance and Economics*, 60(1), pp.134-154.
4. Cohen, J.P. and Fedele, M.J., 2017. “Connecticut's Land Value Taxation Public Act: Who Would Bear the Burden?” *Journal of Real Estate Research*, 39(1), pp.39-64.

5. Cohen, J.P. and Fedele, M.J., 2017. Where in Connecticut Is the Best Location for a Split Tax? An Analysis of Land Assessment Equity in Several Cities. *Buildings*, 7(4), p.108.
6. Cohen, JP & Brown, M. 2017. "Does a new rail rapid transit line announcement affect various commercial property prices differently?" *Regional Science and Urban Economics*, 66, 74-90.
7. Cohen, JP, Coughlin, CC, & Ott, LS. 2009. "Auctions as a Vehicle to Reduce Airport Delays and Achieve Value Capture", *Review*, Federal Reserve Bank of St. Louis, issue Nov, pages 569-588.

DUSTIN AVANT

Data Engineer and Analyst



YEARS OF EXPERIENCE: 15

EDUCATION:

B.S., Electrical Engineering, University of Purdue–Northwest, 2017

EMPLOYMENT:

Data Analyst, Project Engineer, Editor, Jack Faucett Analytics, Bethesda, MD, 2021 – Present;

Project Engineer, Project Manager, Citgo Petroleum Corp., Lemont, IL 2018 – 2020;

Project Manager, Supervisor, Towne Park, LLC, Chicago IL, 2010 – 2018;

PROFESSIONAL ACTIVITIES:

TWIC (Transportation Worker

Basis for Selection

Mr. Avant is a data-driven analyst and engineer with extensive experience in the evaluation of property tax, land value, and benefit assessment systems. His work spans statistical modeling, Section 508–compliant reporting, and data automation in support of federal, state, and regional agencies. He specializes in developing and applying analytical tools to support cost-benefit assessments, tax equity evaluations, and data quality frameworks that integrate diverse data sources. Mr. Avant’s background in electrical engineering, energy economics, and transportation data systems provides a multidisciplinary foundation for evaluating infrastructure, taxation, and property-based valuation studies.

Relevant Project Experience:

Review of the 2025 Benefit Assessment Study – Miami Conservancy District (2025–2026)

Client: Miami Conservancy District

Mr. Avant serves as Data Analyst and Engineer for the review of the contractor-led flood benefit and property assessment study. His work supports the evaluation of the methodologies, models, and assumptions used to calculate benefit-cost ratios, flood protection values, and property tax allocations under Ohio Revised Code §§6101.53–6101.54. His analyses focus on the quantitative review of data accuracy, reasonableness of benefit distribution, and the transparency of property-level assessment adjustments.

Residential Land Value Change and Highway Investment Study (FHWA)

Mr. Avant supported econometric analyses examining how major transportation investments influence residential property values. His work involved the integration of parcel-level assessment data with transportation improvement records to quantify property tax base shifts. He developed statistical models linking accessibility, infrastructure improvements, and assessed property values, providing critical inputs for equity and fiscal impact analyses.

Assessment and Development of National Transportation Systems Cyber Statistics and Information in Support of the BTS Transportation Vulnerability and Resilience (TVAR) Data Program (BTS)

Mr. Avant served as a principal analyst for the development of national cyber data standards and incident classification frameworks supporting BTS's TVAR initiative. He designed and automated macros to identify and categorize transportation cyber incidents across multiple databases (FRA, PHMSA, NTSB, and CISA). The project's outcomes provide the analytic basis for federal cyber statistics and vulnerability assessments relevant to transportation infrastructure and data integrity.

Hunter's Run Conservancy District Benefit Study Review *HRCD (Ohio)*

Mr. Avant contributed to the assessment of benefit calculations and maintenance funding structures for a regional flood control and drainage district. His work focused on evaluating the consistency of benefit-cost methodologies and ensuring data alignment between hydrologic models and property tax assessment data used in setting conservancy rates.

New York State Energy Research and Development Authority Green Energy Economic Benefit Studies (*NYSERDA*)

Mr. Avant supported modeling and data analysis for NYSERDA's series of economic and workforce impact studies on renewable energy deployment, including offshore wind, electric vehicle batteries, and ground-source heat pumps. He developed regionalized cost models and data visualizations to inform state-level policy decisions on green energy investment and tax incentives.

Residential Appliance Cost and Efficiency Analysis (*EIA*)

Mr. Avant developed component-level cost models for the Residential Demand Module of the National Energy Modeling System (NEMS), focusing on incremental installed costs and tax impacts of efficiency upgrades. His work included cross-referencing industry data, labor indices, and regional material costs to produce census-division-specific price matrices used in national energy and economic projections.

Section 4 - Cost Proposal Form (APPENDIX E)

Research and Analytical Support for the Real Estate Property Tax Relief Task Force COST PROPOSAL FORM

Bidder's Organization Name:	Jack Faucett Analytics, Inc.
Total Proposed Cost, Section I:	\$150,000.00

Bidders must use the table below (add rows as needed) to develop a Total Proposed Cost to complete all aspects of the project as described in this Invitation for Proposals in Appendix A, Section I. The Total Proposed Cost will be used in the scoring formula as described in this Invitation for Proposals.

Services Described in Appendix A, Section I			
Staff Type or Title	Hourly Rate	Estimated Total Required Hours	Estimated Total Cost
Michael Lawrence, Project Manager	\$ 250.00	94.0	\$ 23,500.00
Jeffrey Cohen, Principal Investigator	\$ 225.00	244.5	\$ 55,000.00
Dustin Avant, Data Analyst	\$ 170.00	420.5	\$ 71,500.00
Other Costs			
Potential Data Purchase*			\$
Total Proposed Cost			\$ 150,000.00

*JFA recognizes that some property tax and related data is available from private and public sources for a fee. If we determine, in conjunction with the TF Chairs, that some data should be purchased, JFA would convert some hours of staff time to make funds available for approved data purchases. Regardless, the total proposed costs will not exceed \$150,000.00

Section 4 – Services to be Provided (Appendix A)

1. PURPOSE AND OBJECTIVES

Jack Faucett Analytics (JFA), in collaboration with JPC Milo Consulting LLC, is pleased to offer a comprehensive, data-driven approach to provide the research and analytical support required by the Real Estate Property Tax Relief Task Force. Our methodology is designed to be efficient, rigorous, and fully responsive to the scope of work outlined in Appendix A of the Invitation for Proposals.

Our Approach: Our strategy leverages our extensive experience and expertise with, and prioritizes the use of, quantitative data to identify the sources and impacts of Maine's property tax challenges. We will leverage our expertise in econometrics, assessment equity, and property taxation methods, to accomplish the tasks involved. The core of our strategy involves:

1. **State Data Aggregation:** We will work directly with the Department of Administrative and Financial Services and Maine Revenue Services (MRS) to acquire and consolidate all available statewide data, including Municipal Valuation Returns (MVR) and State Valuation (SV) spreadsheets.
2. **Stratified Sampling:** We will develop a representative sample of approximately 50 municipalities, ensuring at least three from each county. If deemed feasible, we may attempt to create a larger sample than the 50 municipalities. This sample will be stratified by geography, population, and total valuation, and it will be submitted to the Task Force chairs for approval before work commences.
3. **Municipal Data Collection:** Recognizing that several key data points are only available locally, we'll design and administer a brief survey to the municipalities in our sample. We'll coordinate with Task Force staff and the Maine Municipal Association to maximize the response rate, as suggested in the Q&A. JFA has extensive experience with designing and implementing surveys for government clients, including this type of work in a major disparity study in 2021 for the Federal Railway Administration.

Detailed Response to Scope of Work (Appendix A, Section I) We will conduct a thorough analysis of each issue specified in the Invitation for Proposals. We have reviewed Agenda Meeting #2 (Chairs, Senator Nicole Grohoski & Representative Ann Matlack).

A. The impact of unfunded mandates: We'll perform a quantitative analysis to estimate the fiscal pressure placed on local budgets by unfunded municipal and county mandates. The initial scope will exclude local education mandates, but we are prepared for additional requests on this topic.

B. The effect of nontaxable property: Using aggregate values from MVRs, we'll analyze the effect of property owned by governmental entities, school systems, and other nonprofit organizations on the municipal tax base.

C. Potential federal funding changes: We'll analyze historical federal-to-state funding flows and review federal budget forecasts to provide insights on how potential changes could impact property taxes in Maine.

D. Municipal-level analysis: For our representative sample, we will gather and analyze data for all taxable properties. This includes average property value, tax bills, and homeownership length (differentiated by waterfront and non-waterfront, which we will classify using GIS techniques); property types and mill rates; property valuation practices; and the percentage of primary residences and commercial property.

E. County-level analysis: We will analyze historical MRS data to track changes in average and median residential and commercial property values over the last 20 years. We will combine this with income data to calculate the mean percentage of income residents spend on property taxes in each county.

F. Regional disparities: Our analysis of regional disparities will be grounded in the industry-standard methods for measuring assessment equity published by the International Association of Assessing Officers (IAAO). To measure horizontal equity (uniform assessment of similar properties), we will calculate the Coefficient of Dispersion (COD). To measure vertical equity (uniform assessment across low- and high-value properties), we will calculate the Price-related Differential (PRD). In addition, drawing from our team's previous work in this area, we will use the Mean Absolute Percent Error (MAPE) to provide a clear measure of overall assessment accuracy. These metrics will allow us to rigorously quantify disparities and estimate the effects of any new property assessment proposals presented to the Task Force.

Phases of the Research and Tasks:

Phase 1: Data Acquisition and Preliminary Analysis (Contract Award – Dec. 1, 2025)

This initial phase is designed to produce early, actionable insights for the Task Force in an expedited manner. Our team is prepared to "hit the ground running" by immediately targeting known data sources to rapidly assemble a comprehensive database. While there may be some overlap in the data collected from some of the below-mentioned sources, this will allow for quality assurance and control, and it will enable us to fill gaps in data from some sources with information obtained from other sources.

- **Tasks:** Upon contract award, we will:
 - Immediately request the underlying parcel-level data for the Municipal Valuation Return (MVR) Statistical Summary and the 2025 State Valuation directly from Maine Revenue Services.

- Systematically download and compile assessor data from municipalities that use the Vision Government Solutions (VGSI) online platform.
- Extract historical sales and ownership information from Maine's Real Estate Transfer Tax (RETT) database and from each county's Registry of Deeds.
- Supplement and cross-reference official data with comprehensive parcel-level records from Regrid to ensure complete coverage across our sample and fill any potential data gaps.
- Utilize aerial photos from Maine Open Data, and other GIS data, to assist in the required differentiation of waterfront and non-waterfront properties, and develop visuals for the presentation(s) of findings and the final report.
- Begin to administer the municipal survey
- **Deliverable (by Dec. 1, 2025):** A presentation to the Task Force and a written summary of our initial analysis, findings, and observations, fulfilling the initial reporting requirement.

Phase 2: Deep Analysis and Final Report Drafting (Dec. 2, 2025 – May 1, 2026) This phase focuses on refining the data that has been collected and conducting the in-depth analysis required for the final report.

- **Tasks:**
 - Conduct follow-up as needed for the data survey, to ensure high-quality data collection and adequate response rates.
 - Complete the quantitative analysis for all items in Appendix A, Section I, from above, including:
 - A & B:** Econometrically estimate the fiscal impact of unfunded municipal mandates and nontaxable properties on local budgets and tax rates.
 - C:** Analyze federal budget forecasts and historical pass-through effects to assess potential impacts of federal funding changes.
 - D & E:** For the municipal sample and all counties, calculate and analyze all specified metrics, including average property values (differentiated by waterfront status), mill rates, valuation practices, income-to-property-tax ratios, and utilization of tax relief programs.
 - F:** Synthesize findings to identify and map significant disparities across different regions of the State.
- **Deliverable (by May 1, 2026):** A comprehensive final written report detailing our methodology, analysis, findings, and observations on who is most negatively

affected by the current property tax system and how. The report will also identify any challenges in obtaining data, as required.

Phase 3: Ongoing Support and Dissemination (May 2, 2026 – Dec. 15, 2026) This final phase is dedicated to supporting the Task Force as it develops policy recommendations.

- **Tasks:**
 - Provide ongoing assistance to the Task Force as directed by the chairs, including fulfilling specific requests for further data analysis.
 - Prepare and deliver at least one formal presentation of the final report to the full Task Force. We are prepared to participate remotely to minimize costs.
 - Provide regular bi-weekly progress updates to the Task Force chairs.
- **Deliverable:** Continued analytical support through the end of the contract period to aid in the development of policy recommendations.

Anticipated Timeline

Phase	Task	Oct-Nov 2025	Dec 2025- Feb 2026	Mar-May 2026	Jun-Dec 2026
1	Finalize Sample & State Data Acquisition	■■■			
1	Initial Analysis & Dec. 1 Presentation	■■■			
2	Municipal Survey & Data Collection	■■■			
2	In-Depth Quantitative Analysis		■■■	■■■	
2	Draft & Submit Final Report (5/1/2026)			■■■	
3	Final Report Presentation				■■■
3	Ongoing Support & Ad-Hoc Analysis				■■■