

**TechSmith Corporation**  
**Economic and Fiscal Effects on Michigan - Net Benefits with the Incentive Package**

Economic/Fiscal Indicator	2007	2008	2009	2010	2011	2012	2015	2016	Total
Total Employment	212	48	64	83	101	102	103	105	
Manufacturing	8	2	1	1	1	1	0	0	
Non-Manufacturing	204	46	63	82	100	101	103	105	
Retail Trade	22	4	6	7	8	7	7	7	
Services	52	15	20	25	32	32	34	34	
Other	130	27	37	50	60	62	62	64	
In Current Dollars (Thousands):									
Personal Income	\$9,399	\$2,777	\$3,571	\$4,578	\$5,859	\$6,256	\$7,263	\$7,629	\$60,699
Gross State Revenue	724	214	275	353	451	482	559	587	4,674
Mega Cost	33	53	104	139	174	181	208	218	1,497
State Revenue Net of MEGA Cost*	\$691	\$161	\$171	\$214	\$277	\$301	\$351	\$369	\$3,177
Adjusted for Inflation (Thousands of 2006 Dollars):									
Personal Income	\$9,176	\$2,643	\$3,310	\$4,130	\$5,140	\$5,333	\$5,692	\$5,816	\$52,160
Gross State Revenue	707	204	255	318	396	411	438	447	4,017
Mega Cost	33	50	96	125	152	154	163	166	1,256
State Revenue Net of MEGA Cost*	\$674	\$154	\$159	\$193	\$244	\$257	\$275	\$281	\$2,761

\* These estimates do not include any state government revenue losses due to the Investment Tax Credit, the Renaissance Zone Credit or the property tax abatement.