Roundtable on Evaluating Economic Development Tax Incentives

2023 Tax Preference Review:

Interstate Transportation Tax Preferences

Pete van Moorsel, Washington JLARC

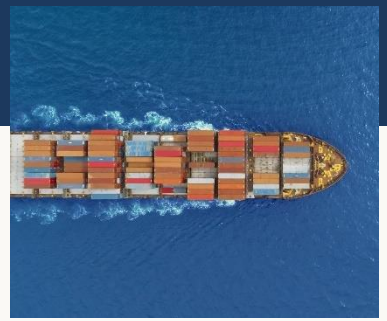
JLARC WASHINGTON

October 2023

Overview

1. Preferences exempt interstate transportation activities from PUT.
2. Estimating taxpayer savings.
3. Estimating impact of repeal.



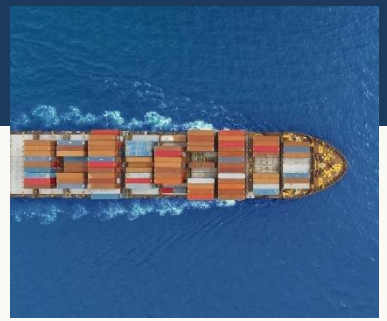



Commercial transportation entirely within Washington is generally subject to public utility tax (PUT)

Tax rate depends on transportation activity:

Activity	PUT Rate
Motor transportation, railroad activities, other public service businesses.	1.926%
Urban transportation and vessels under 65 feet in length.	0.642%
Log hauling over public roads.	1.3696%






Four preferences reduce the PUT paid by commercial transportation providers

They exempt earnings from transportation in Washington if the goods move across state or international lines

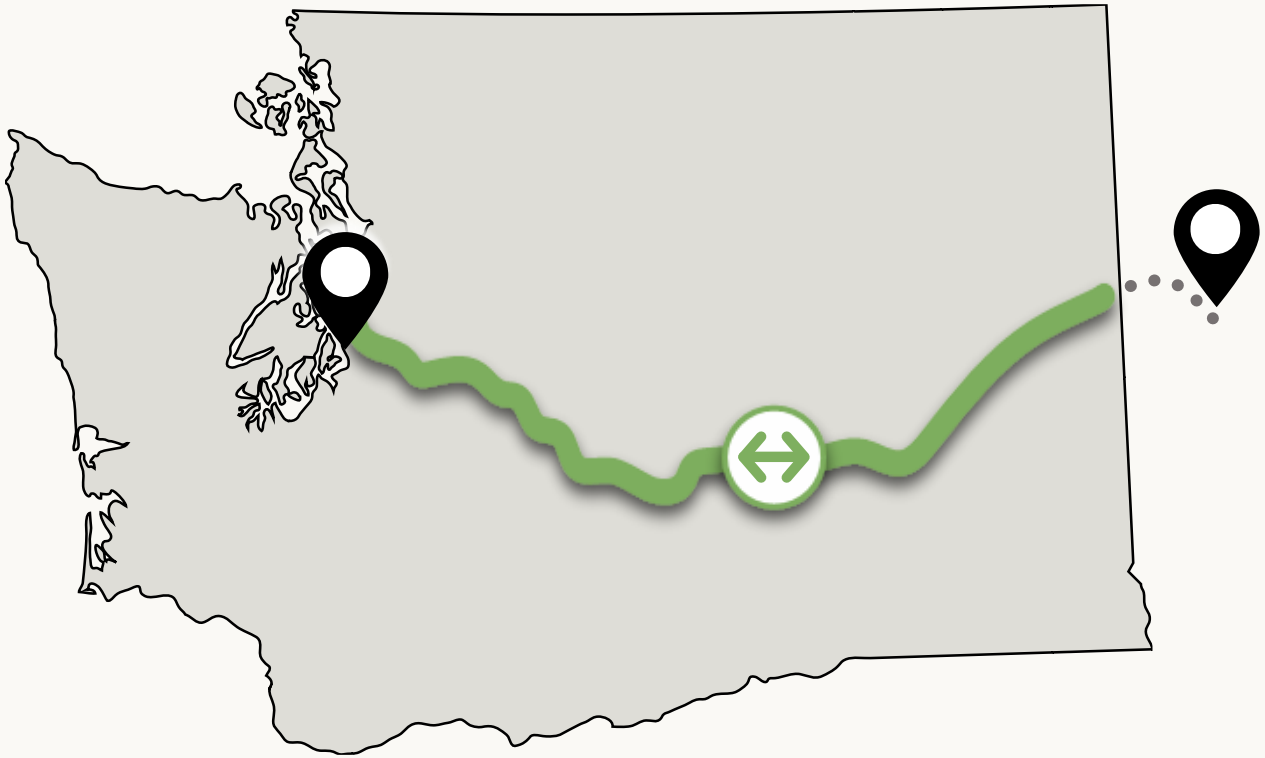
No expiration date

Estimated 2027-29 Beneficiary Savings: $219.8 Million

Preference 1:
In-state portion of interstate transportation

EXEMPT:

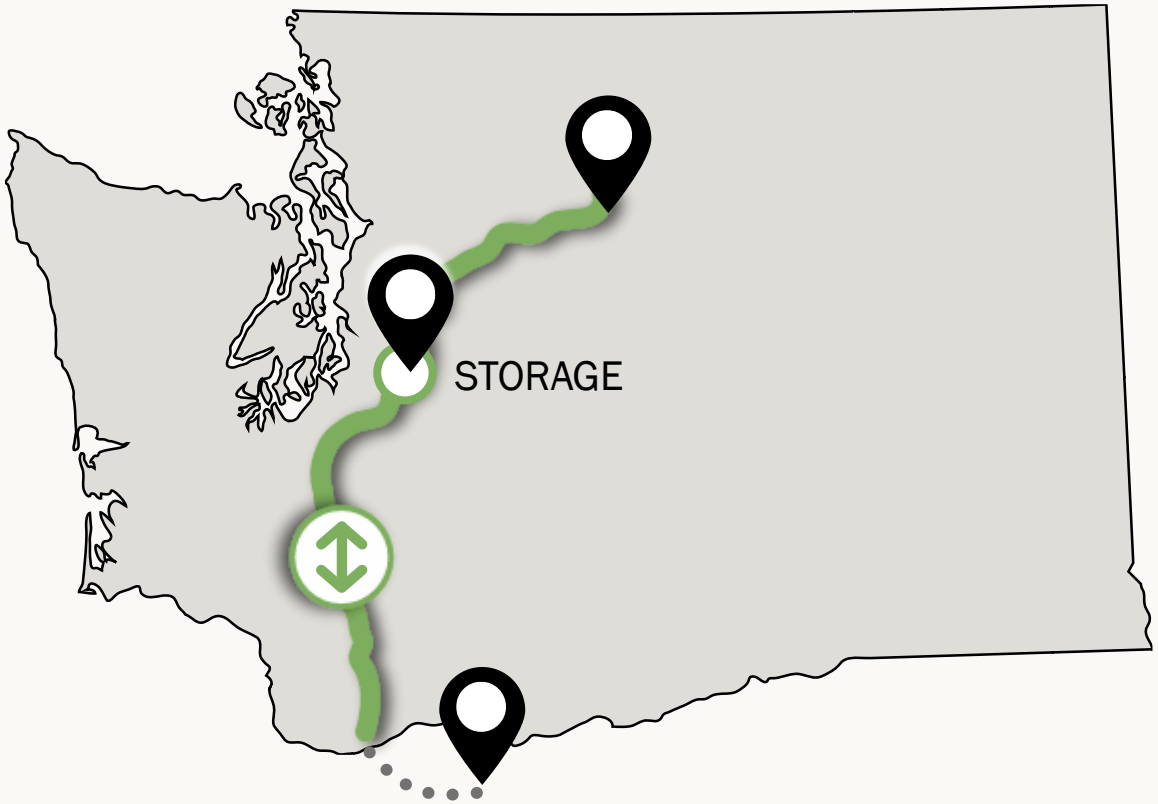
Gross earnings from in-state portion of interstate transportation



Preference 2: Through freight

EXEMPT:

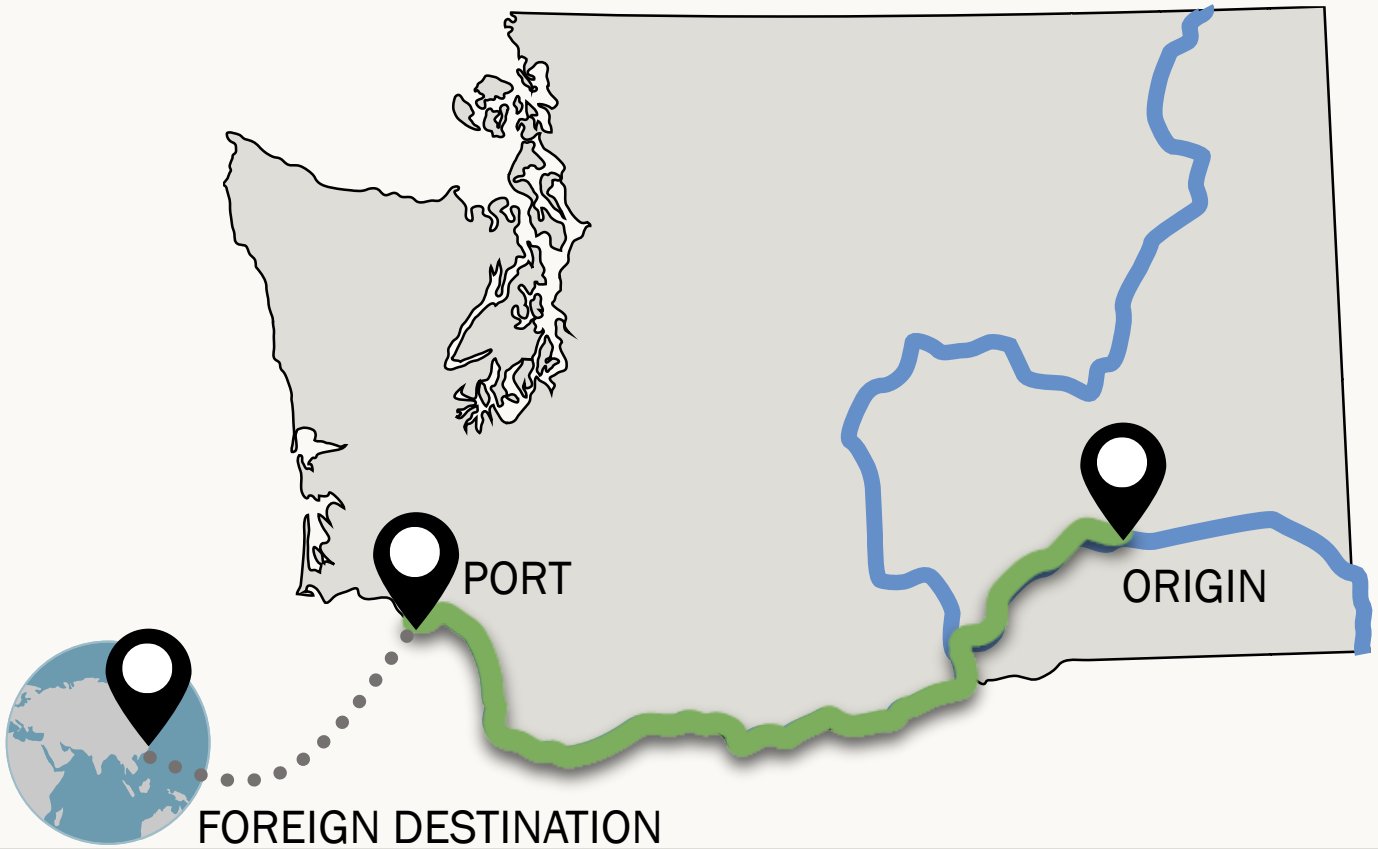
Gross earnings from the entire in-state portion of interstate freight shipment with stop(s)



Preference 3: Shipments to port

EXEMPT:

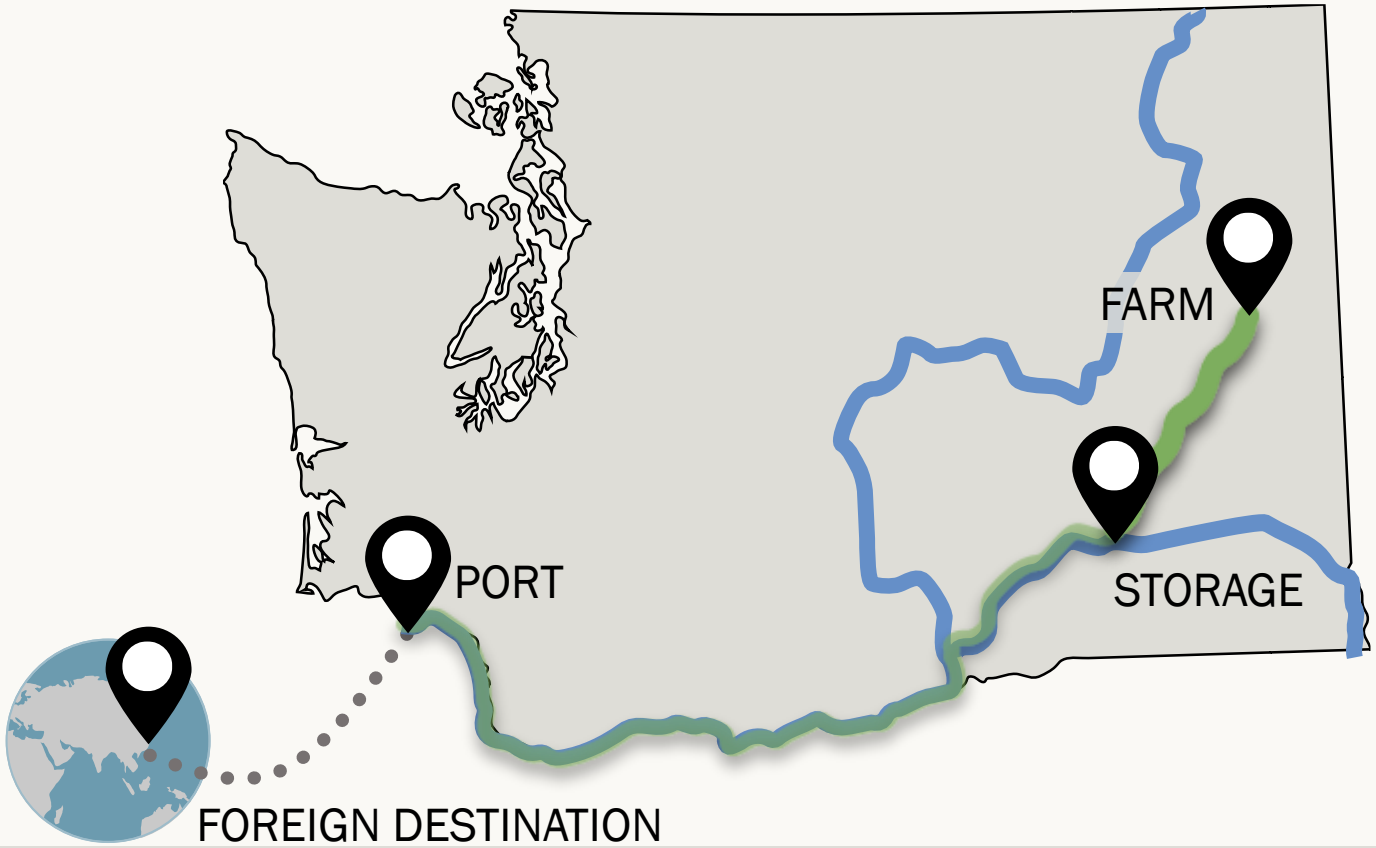
Gross earnings from moving freight from WA location to port for transport by vessel



Preference 4:
Shipping farm products to port

EXEMPT:

Gross earnings from shipping agricultural products from WA location to storage before port



Citizen Commission requested economic analysis of repealing the preferences

1930s

WA Legislature: 3 preferences enacted.

Comply with U.S. Constitution.

1977

Supreme Court: Gross income tax on interstate transportation is constitutional.

Must meet 4-part test: Fairly apportioned | Substantial nexus
Nondiscriminatory | Fairly related

2010

JLARC review: terminate or clarify.

Original objective no longer relevant.

Citizen Commission: did not endorse.

- Termination could have unintended negative consequences.
- Economic analysis needed.

Estimating taxpayer savings

Preference use not separately stated.

Relied instead on USDOT Bureau of Transportation Statistics (BTS) data:

Freight Analysis Framework (FAF)

Estimates freight movement among states for all commodities, by all modes, measured in:

Tons | Value | Ton-miles

WA-specific data organized by freight flow & trade type

Freight Flow

Origin State	Destination State	Freight Flow
Washington	Washington	**Within WA**
All other states	Washington	**Inbound to WA**
Washington	All other states	**Outbound from WA**

Trade Type

Domestic only | Import | Export

Estimating taxpayer savings

8 of 9 trade-flow combinations:

- Originate and/or terminate in WA.
- Cross state/international lines.

9 Distinct trade-flow combinations

	Domestic Only	Import	Export
Within WASHINGTON	WASHINGTON ↓ WASHINGTON	Foreign ↓ WASHINGTON ↓ WASHINGTON	WASHINGTON ↓ WASHINGTON ↓ Foreign
Inbound to WASHINGTON	Other States ↓ WASHINGTON	Foreign ↓ Other States ↓ WASHINGTON	Other States ↓ WASHINGTON ↓ Foreign
Outbound from WASHINGTON	WASHINGTON ↓ Other States	Foreign ↓ WASHINGTON ↓ Other States	WASHINGTON ↓ Other States ↓ Foreign

Estimating taxpayer savings

42 Commodities (SCTG)
Live animals/ fish
Cereal grains
Other ag. products
Animal feed
Meat/seafood
Milled grain products
Other foodstuffs
…35 others

5 of 8 Modes
Truck
Rail
Water
Pipeline
Multiple modes & mail
Air (including truck-air)
Other & unknown
No domestic mode

How many ton-miles of freight in WA qualify for the preferences?

For each trade-flow combination:

- **Ton-miles** of each **commodity**…

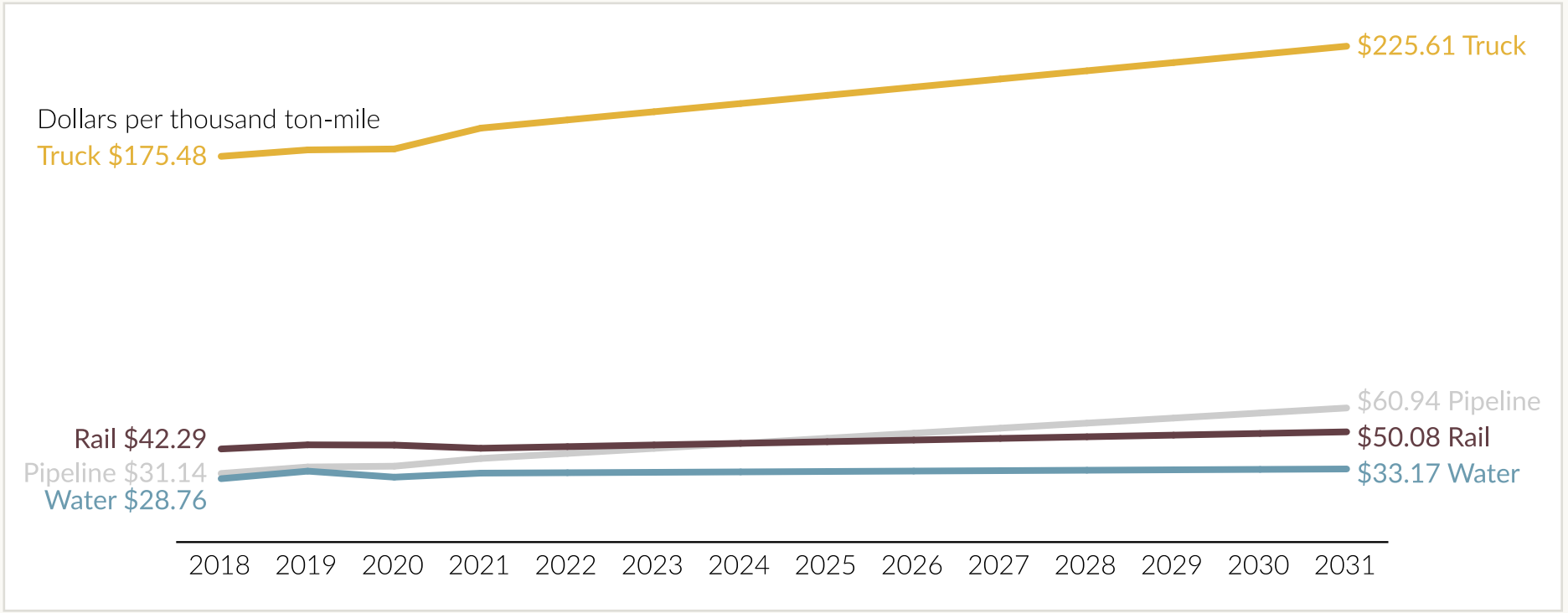
…moved by each **mode**.

- **WA % share of each haul** based on distance between centers of origin/destination states.
- The longer the haul, the smaller the Washington % share.

Estimating taxpayer savings

How much freight revenue is exempted from PUT?

BTS: average freight revenue per ton-mile by mode

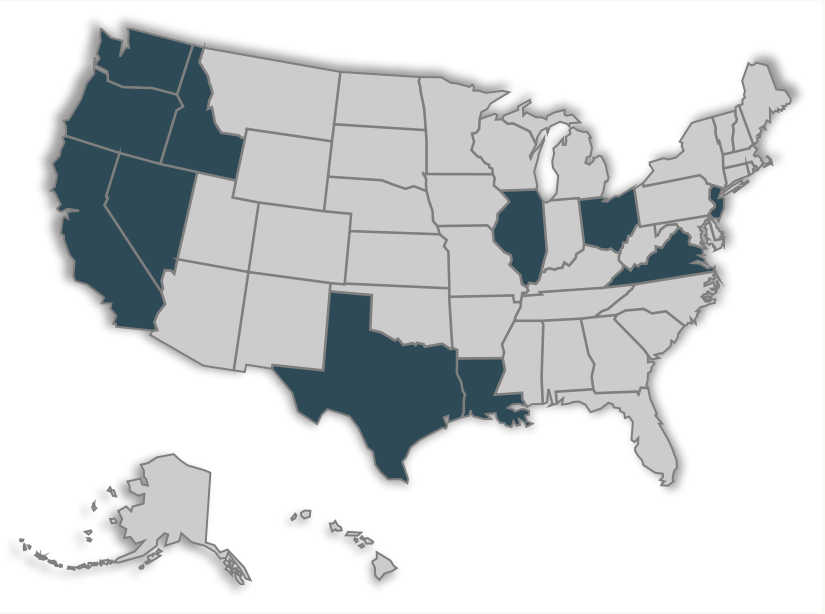


Source: JLARC staff analysis of BTS-Freight Revenue per Ton-Mile.

Multiplied revenue by PUT rate to estimate beneficiary savings: $219.8 million (2027-29 biennium)

Truck: 68% | Rail: 16% | Water: 6% | Pipeline: 9%

Preferences make WA commercial transportation industry more competitive



	Rail	Truck
Industry definition	Class I Rail	Truck Transportation (NAICS 484)
Interstate miles: in-state/out-of-state share	25%/75%	33%/67%
Net operating income/revenue	28.8%	6.5%
Tax base information (per thousand ton-miles)		
Annual revenue*	$48.46	$157.05
Net operating income*	$13.96	$10.24
Real and personal property*	$177.42	$49.25

Applies **states & local taxes** to hypothetical businesses.

Estimates tax reduction from any **tax preferences.**

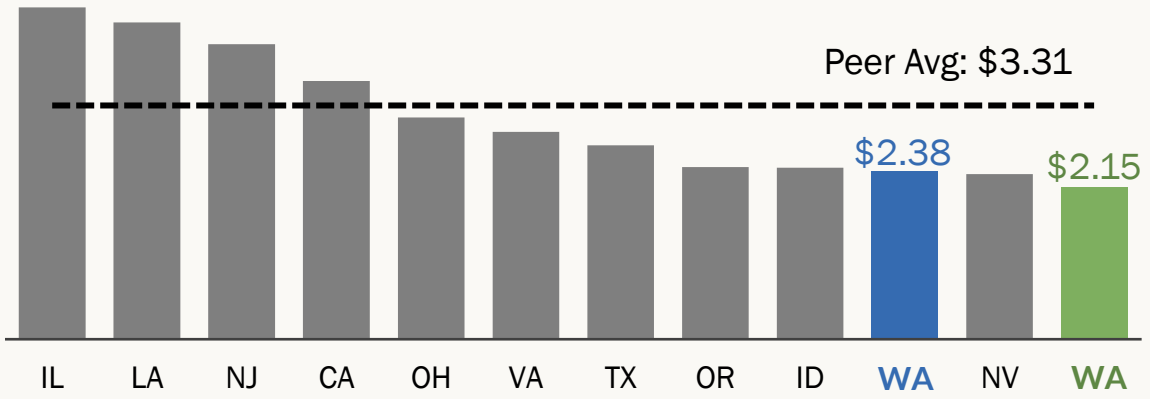
Expresses taxes as **$ per thousand ton-miles.**

WA taxes on interstate rail and truck transportation are lower than average

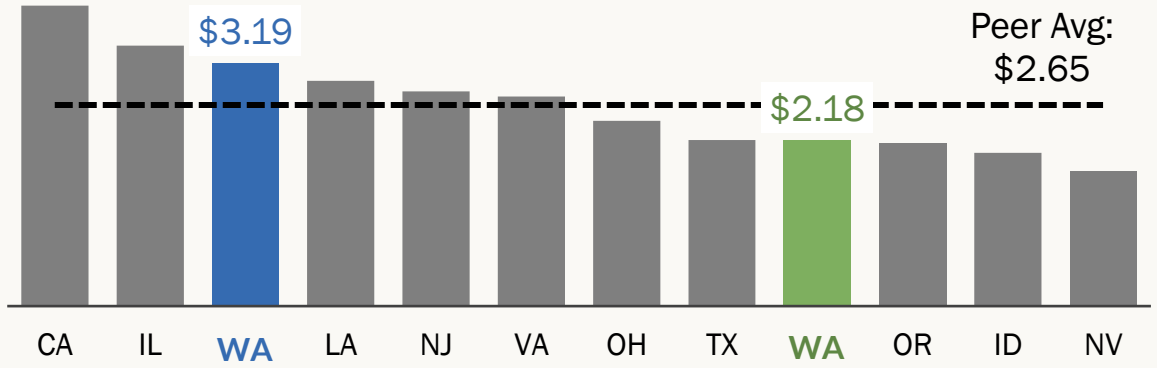
- WA rate without preferences
- WA rate with preferences

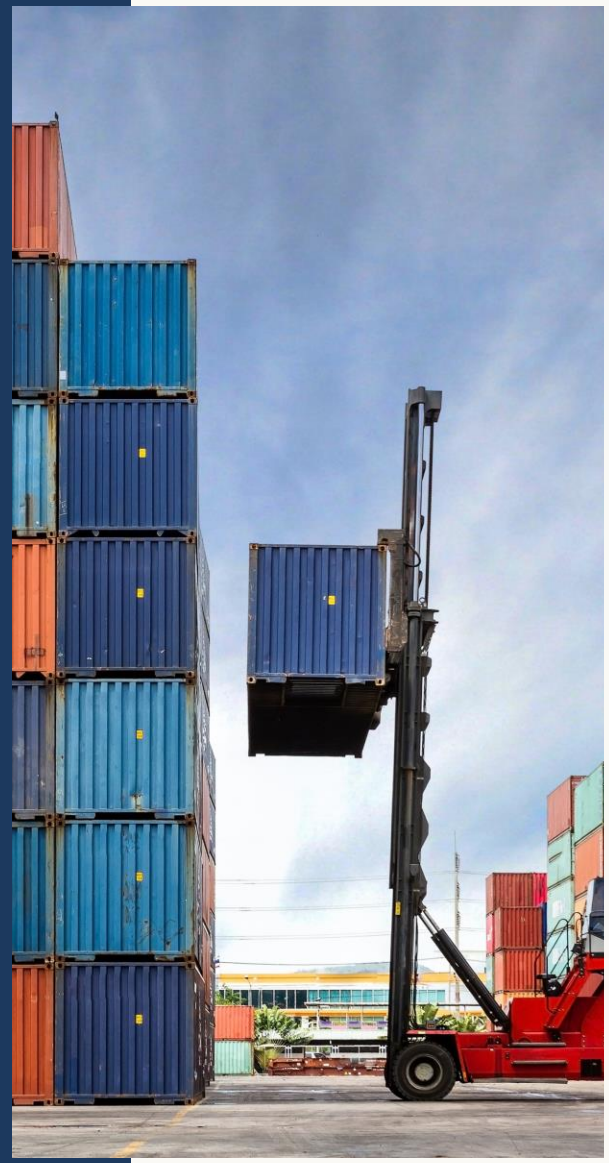
Rates shown in dollars per thousand ton-miles

Rail



Truck





Preferences support increased freight volume at ports

2010 stakeholders' concern: repeal could affect competitiveness.

- Make WA ports relatively more expensive.
- Reduce freight volume and economic activity.
- Cited consultant analysis of container fee impact on import volume.

2023 JLARC staff worked with an expert in supply chains and freight transportation.

Estimated freight diversions
if preferences repealed

Trade Type	Estimated Diversion
Containerized Imports	-0.16%
Containerized Exports	-0.5%
Bulk Grain Exports	-2.7%

Estimating impact of repeal

Impact of repeal estimated using REMI.

Tax incidence scenarios: transportation does/does not pass tax cost to customers.

Model inputs from FAF data:

- 42 commodities per trade-flow combination with origin or destination in Washington.
- Associated commodities to relevant Washington industry

Commodity Code	Commodity	Washington Industry in REMI
9	Tobacco products	3122 - Tobacco manufacturing
10	Building stone	3271 - Clay product and refractory manufacturing
		3272 - Glass and glass product manufacturing
		3273 - Cement and concrete product manufacturing
		3274, 3279 - Lime, gypsum, and other nonmetallic mineral product manufacturing

Estimating impact of repeal

Policy Variables

Variable	Note
Production cost, transportation industries	Tax ↑ by mode
Production cost, freight-dependent industries	Savings by commodity: • Producing industries for outbound freight • Consuming industries (using REMI-IO table) for inbound freight
Farm output ↓	Tax ↑ for live animals/fish, cereal grains, other agricultural prods
Industry sales – ports	Estimated revenue lost due to M/X losses
Industry sales – transportation industries	Revenue ↓ due to M/X losses
State government spending	↑ government spending of new tax revenue

Preferences support additional employment for WA transportation industry and its customers

Impact of repeal estimated using REMI.

Scenario A

Transportation businesses pass none of the tax cost to customers.

Sector	Job Losses	Job Gains	Net Change
Private	-1,730	945	-785
Public	-180	925	745
Total	-1,910	1,870	-40

Mainly:
- Transportation
- Construction
- Manufacturing
- Retail

Scenario B

Transportation businesses pass **all** tax cost to customers.

Sector	Job Losses	Job Gains	Net Change
Private	-1,805	945	-860
Public	-165	925	760
Total	-1,970	1,870	-100

Mainly:
- Transportation
- Manufacturing
- Retail
- Farming
- Forestry, fishing, & hunting

Legislative Auditor's Conclusion

The preferences make Washington's commercial transportation industry more competitive.

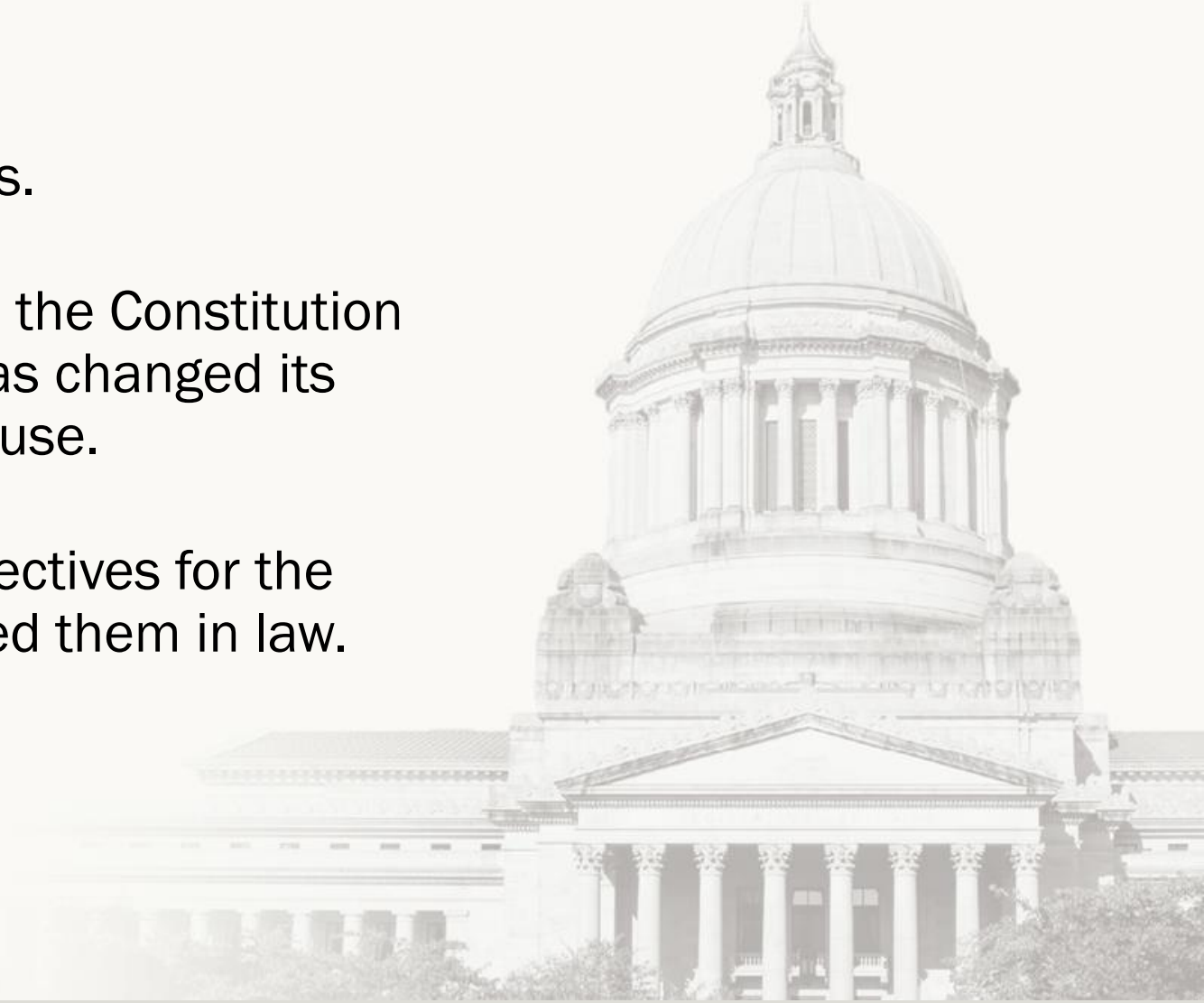
They support more freight traffic at ports and higher employment in transportation and freight-dependent industries.

Legislative Auditor's Recommendations

Clarify objectives for these preferences.

- No longer necessary to comply with the Constitution because the U.S. Supreme Court has changed its interpretation of the Commerce Clause.

- The Legislature may have other objectives for the preferences, though it has not stated them in law.



Contact

Research Analysts

Aline Meysonnat
360.786.5281
aline.meysonnat@leg.wa.gov

Pete van Moorsel
360.786.5185
pete.vanmoorsel@leg.wa.gov

Project Coordinator

Stephanie Hoffman
360.786.5297
stephanie.hoffman@leg.wa.gov

Legislative Auditor

Eric Thomas
360.786.5182
eric.thomas@leg.wa.gov

Full Report: https://leg.wa.gov/jlarc/taxReports/2023/interstate/p_1/default.html

Oregon's Agriculture Workforce Housing Tax Credit

NCSL Roundtable on Evaluating Economic Development Tax Incentives | Oct. 2023

Kyle Easton – Oregon Legislative Revenue Office

Overview of Presentation

- Oregon's tax credit review process
- Overview of tax credit evaluation process
- Agriculture Workforce Housing Tax Credit Evaluation
- Upshot of evaluation process

Oregon's Tax Credit Review Process

- Nearly all Oregon tax credits scheduled to expire (sunset) under current law
- Sunset of tax credits facilitate legislative review of tax credits
  - Staggered six-year review
  - Requires law change to extend applicability of credits
  - Incorporates revenue loss from credit into budgetary framework
- Oregon Legislative Revenue Office (LRO) statutorily required to prepare tax credit report on expiring tax credits in support of legislative review

LRO's Tax Credit Report

- Report prepared prior to long legislative session (year in which biennial budget is set)
  - Statute includes 11 deliverables in the report
  - Report focused on legislative policy purpose of credit

• Stated policy purpose	• Purpose achievement timeline	• Achievement measurements
• Beneficiaries	• Effectiveness	• Expected results if allowed to expire
• Background information other states	• Effectiveness / efficiency of achieving stated policy goal	• Administrative costs
• Analysis of direct appropriation alternative	• Other incentives with similar policy	

General Process of Credit Evaluation

- Identify the legislative policy purpose
  - Stated policy purpose
  - Historical record (existing tax credits)
- Fundamentals of the tax credit
  - Does policy design match policy purpose?
- Background / historical information
  - Revenue loss, beneficiaries (direct/indirect)
- Literature review
- Appropriations?
- Other states / federal policy

Oregon's Agriculture Workforce Housing Tax Credit

Tax Credit Overview

- Credit available to corporate or personal income taxpayers that are owner or operator of agriculture workforce housing
- Credit = 50% of eligible costs to complete agriculture workforce housing project
- Eligible housing projects: construction, rehabilitation or acquisition of agriculture workforce housing
- Eligible costs: Acquisition, finance, construction, excavation, installation & permits
- Limited to occupancy by agricultural workers & immediate family (includes retired and/or disabled ag. workers)
- Credit taken over 10 years, may take up to 20% of credit value in any one year,
- Transferable, 9-year carryforward
- Limit: Total potential credits for all approved applications may not exceed $16.75M within the biennium

Tax Credit Policy Purpose

- ***Purpose:*** Ensure adequate agricultural labor accommodations commensurate with the housing needs of Oregon's workers

- Tax credit a component of overall housing support package

Tax Credit Evaluation

- Does credit achieve policy purpose?
  - Housing supply & demand
  - Evaluation of credit mechanics
  - Trends in Ag. workforce community

- Analysis a blend of qualitative & quantitative

Evaluation – Housing Supply/Demand

- Agriculture workforce housing demand & supply, **is the credit needed?**
  - Oregon lacks a specific Ag. workforce housing needs assessment
    - General housing needs assessment, Oregon currently short 140K homes
  - Descriptive information on agriculture workforce
    - Relied on data from National Ag. Workers Survey (NAWS – US Dept. of Labor), Census, related nonprofit org. produced information (e.g. farmworker needs assessment)
  - On-farm and off-farm Ag. workforce housing
    - Requirements of on-farm housing, cost offset of credit

Evaluation – Credit Mechanics

- Does design of credit match with policy purpose?
  - Credit is partial (50%) offset of construction, rehabilitation, installation
    - Increase / maintain / improve housing supply
  - Credit is non-refundable
    - Tax liability?
    - Transferable (credit may be sold), reduces value of credit
  - Credit use
    - Portion of credit certification reserved for off-farm and on-farm housing
      - On-farm housing: credit in part reflects offset of imposed housing minimum condition requirements
  - Provides baseline of cost offset, spread out over multiple years
  - Credit in combination with other housing support programs
  - Task force and work groups

Evaluation – Trends in Ag. Workforce

- Historical use of credit
- Credit certification (demand for credit)
- Trends in Ag. workforce
  - Size
  - On-farm / off-farm
  - Movement / location consistency

Upshot

- Identify / define the policy purpose
  - Measurable purpose or more nuanced (to encourage/support/create…)
  - Review the record, engage with administrators and stakeholders
- Pursue qualitative & quantitative approach
- Plenty of analysis value even if binary yes/no or achieves/fails to achieve conclusion is unavailable
  - Nonpartisan baseline information

Kyle Easton, Oregon Legislative Revenue Office
kyle.easton@oregonlegislature.gov | 503-986-1267

NEBRASKA ADVANTAGE RESEARCH AND DEVELOPMENT TAX CREDIT: SELECTED METHODOLOGIES

Anthony Circo: Nebraska Legislative Audit Office

NATURE OF THE PROGRAM

- "Entitlement" program
- Tied to federal Research and Experimentation credit.
- 15% of federal credit (= 3% of eligible expenditures)
- 35% if the qualifying activity was on a college or university campus (Innovation Campus in Lincoln, Nebraska)
- Fully refundable
- 460 Companies received credit from 2005-2021
- $1.5 - $8.5 million revenue impact per year

NEW AND SUSTAINED COMPANIES DEFINITION

New Company:

1. **Active no more than two years prior to application or credit earning activity**
2. **Must be new formation or an expansion from out of state**

- Reorganizing, renaming, or newly formed subsidiary of current in-state company is not new.
  - Unitary filing state. Tax returns include lists of subsidiaries

Sustained Company:

- **Active more than five years after application or credit earning activity**

NEW AND SUSTAINED COMPANIES PROOF OF ACTIVITY

Preferred Documentation	Good Documentation	In case of Emergency
W-2 Records	Applications	Facebook
DoL QCEW Data	Secretary of State records	Twitter
Tax Returns (Date Business Began, depreciation schedules)	News Articles	Linked In
		Company Website

Results: 69 New
304 Sustained

METHODOLOGY: HIGH-TECH SECTOR ANALYSIS

What does "high-tech" even mean?

- Parent company
- Subsidiary
- Worksite
- Project
- Statutory sources
  - Activity based, vague, open to interpretation

Our answer

- "Business Dynamics Statistics of High Tech Industries" Nathan Goldschlag and Javier Miranda, Center for Economic Studies, U.S. Census Bureau, 2016
- Census Business Dynamics Statistics- High-tech
- STEM employee % is 5x the national average across all industries
- List of 4-digit NAICS codes

METHODOLOGY: HIGH-TECH SECTOR ANALYSIS

Ideal NAICS code:

- Most local classification as possible
- Department of Labor verified (QCEW)

What we had available for R&D: Parent company self-assigned NAICS codes on tax returns.

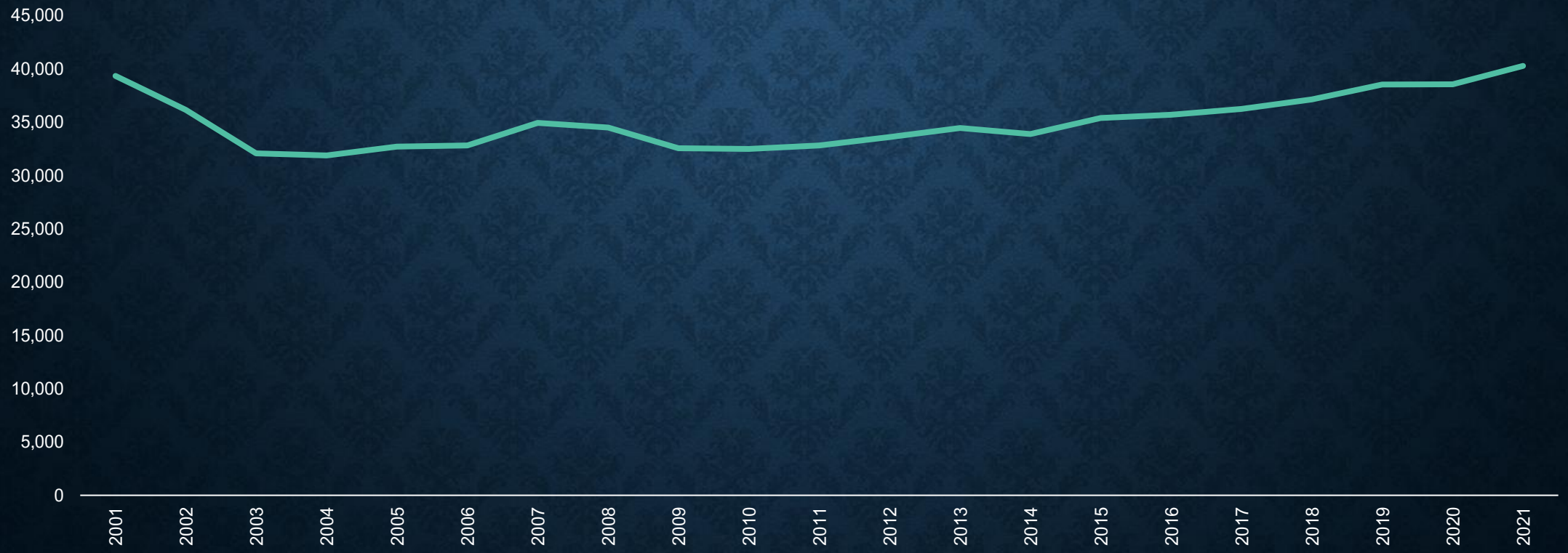
Other sources we have used for other Audits to find company NAICS codes:

- News articles
- Press Releases
- Applications
- Descriptions from company websites, social media

Results: 109 HT companies

HIGH-TECH EMPLOYMENT CONTEXT

Figure 2.17. Nebraska's high-tech employment only recently recovered to 2001 levels.



METHODOLOGY: SHIFT-SHARE OF EMPLOYMENT ANALYSIS

- Used to estimate amount of employment change that is due to "Local Conditions"
- Shift share for each individual HT NAICS code and all HT NAICS codes combined
  - Overall National Trends comparison — Need Total Employment for US in two years
  - National Industry Trends — Need Total Employment in US for examined industry
  - Local Industry Trends — Need Total Employment in State for examined industry
- Uses all public BLS information

METHODOLOGY: SHIFT-SHARE OF EMPLOYMENT EXAMPLE

		Total Employment by Sector, United States						Total Employment by Sector, Nebraska									
NAICS Code	Industry Sector	2005	% of total	2021	% of total	# Change	% change	2005	% of total	2021	% of total	# Change	% change	National Share	Industry Mix	Regional Shift	Total Change in Employment 2005-2021
2111	Oil and gas extraction	125818	0.11%	112604	0.09%	-13214	-11%	100	0.01%	59	0.01%	-41	-41%	11	-21	-30	-41
3254	Pharmaceutical and medicine manufacturing	288155	0.26%	331848	0.27%	43693	15%	1976	0.27%	2149	0.27%	173	9%	216	83	-127	173
3341	Computer and peripheral equipment mfg.	203578	0.18%	155613	0.13%	-47965	-24%	529	0.07%	0	0.00%	-529	-100%	58	-183	-404	-529
3342	Communications equipment manufacturing	147132	0.13%	85497	0.07%	-61635	-42%	1963	0.27%	0	0.00%	-1963	-100%	215	-1037	-1141	-1963
3344	Semiconductor and electronic component mfg.	446503	0.40%	367174	0.30%	-79329	-18%	1718	0.23%	1719	0.21%	1	0%	188	-493	306	1
3345	Electronic instrument manufacturing	433812	0.39%	415072	0.34%	-18740	-4%	1376	0.19%	1399	0.17%	23	2%	151	-210	82	23
3364	Aerospace product and parts manufacturing	453136	0.41%	478591	0.39%	25455	6%	333	0.05%	489	0.06%	156	47%	36	-18	137	156
5112	Software publishers	236916	0.21%	554655	0.45%	317739	134%	383	0.05%	5529	0.69%	5146	1344%	42	472	4632	5146
5171(2)(3)	Wired and wireless telecommunications carriers	697801	0.63%	578014	0.47%	-119787	-17%	2736	0.37%	2813	0.35%	77	3%	299	-769	547	77
5179	Other telecommunications	6845	0.01%	81720	0.07%	74875	1094%	0	0.00%	287	0.04%	287	#DIV/0!	0	0	#DIV/0!	#DIV/0!
5182	Data processing, hosting and related services	265248	0.24%	388805	0.32%	123557	47%	6279	0.85%	2387	0.30%	-3892	-62%	687	2238	-6817	-3892
5191	Other information services	49976	0.05%	380025	0.31%	330049	660%	49	0.01%	1626	0.20%	1577	3218%	5	318	1253	1577
5413	Architectural and engineering services	1313130	1.19%	1528777	1.25%	215647	16%	5770	0.78%	7232	0.90%	1462	25%	631	316	514	1462
5415	Computer systems design and related services	1196884	1.08%	2304608	1.88%	1107724	93%	7868	1.06%	13026	1.61%	5158	66%	861	6421	-2124	5158
5417	Scientific research and development services	572055	0.52%	822279	0.67%	250224	44%	1619	0.22%	1555	0.19%	-64	-4%	177	531	-772	-64
10	Total, all industries	110611016	100.00%	122716652	100.00%	12105636	11%	739567	100.00%	806993	100.00%	67426	9%	80941	0	-13515	67426
	Combined "HT Sector"	6436989	5.82%	8585282	7.00%	2148293	33%	32699	4.42%	40270	4.99%	7571	23%	3579	7334	-3342	7571
	Combined "HT Sector", Excl. 5179	6430144	5.81%	8503562	6.93%	2073418	32%	32699	4.42%	39983	4.95%	7284	22%	3579	6965	-3260	7284

METHODOLOGY: SHIFT-SHARE OF EMPLOYMENT RESULTS

- Software Publishing (NAICS 5112),
  - 4,632 additional jobs were attributed to local conditions, including state tax incentive programs
  - From 2006 to 2020, 12 Software Publishing companies participated in the R&D program
  - Received $300,000 in credits
- All HT Sectors combined
  - 10,544 jobs were attributed to national overall and national industry trends
  - -3,260 jobs were attributed to local conditions, including state tax incentive programs
  - Received $14.5 million.
- Suggests that local conditions that influenced employment changes in the high-tech sector as a whole were likely not due to the R&D credit.

OTHER METRICS

- **Renewable Energy Sector Analysis**
  Very similar to High-tech
- **Private R&D Spending**
  Regional comparisons of industry R&D spending
- **Competitiveness**
  Regional comparisons of R+D credits
- **Fiscal Protections**
  Compared program to Pew Recommendations
- **Additional Public Funding**
  R&D companies use of other state incentives
- **Compliance Cost**
  General description
- **Administrative Cost**
  Combined with other incentives

My Email: acirco@leg.ne.gov

MANUFACTURING SALES TAX EXEMPTION ECONOMIC AND FISCAL ANALYSIS

Center for Business Analytics and Economic Research

October 24, 2023

Prepared by
Benjamin McKay
Cary Christian
Chelsea Reimers

GEORGIA SOUTHERN UNIVERSITY

CBAER
Center for Business Analytics and Economic Research
GEORGIA SOUTHERN UNIVERSITY

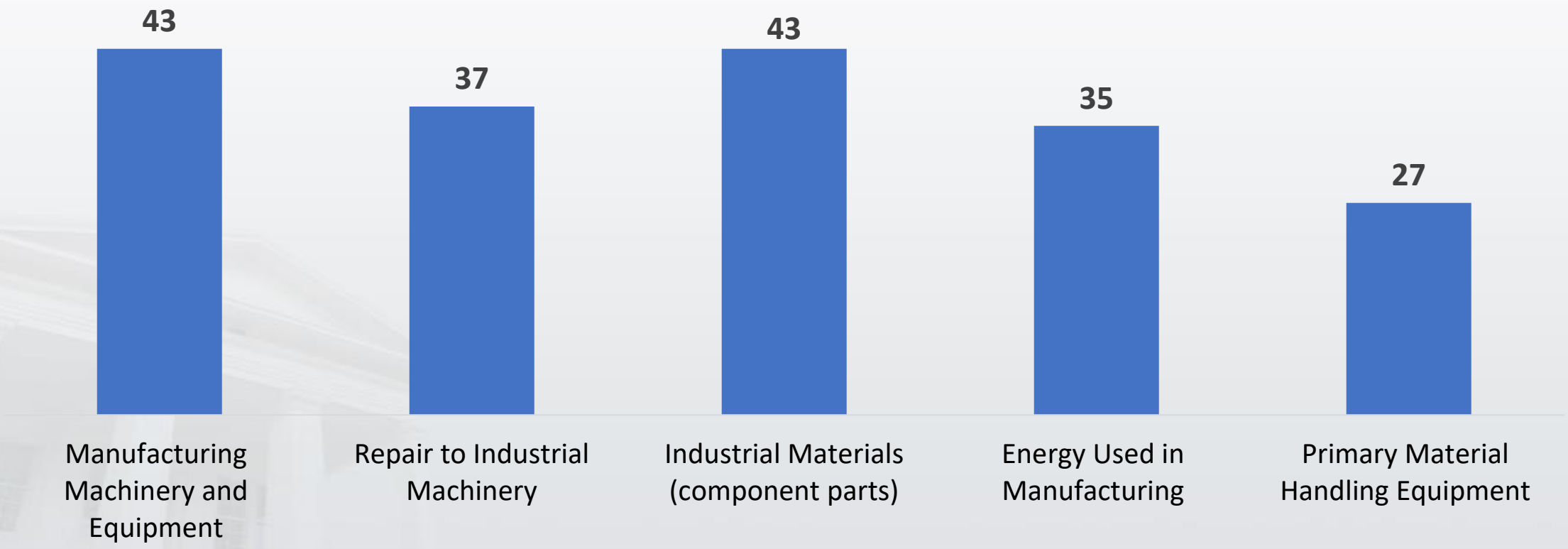
Overview of Sales Tax Exemprtion

- Manufacturing Sales Exemption (OCGA §48-7-40.26)
  - Targeting intermediate goods
    - Manufacturing (NAICS 31-33)
    - Mining and Quarrying (NAICS 21)
    - Electric Power Generation (NAICS 22111)
    - Newspaper Publishers (NAICS 511110)
  - Manufacturing accounts for 95.3% of eligible business establishment statewide

Eligibility Criteria

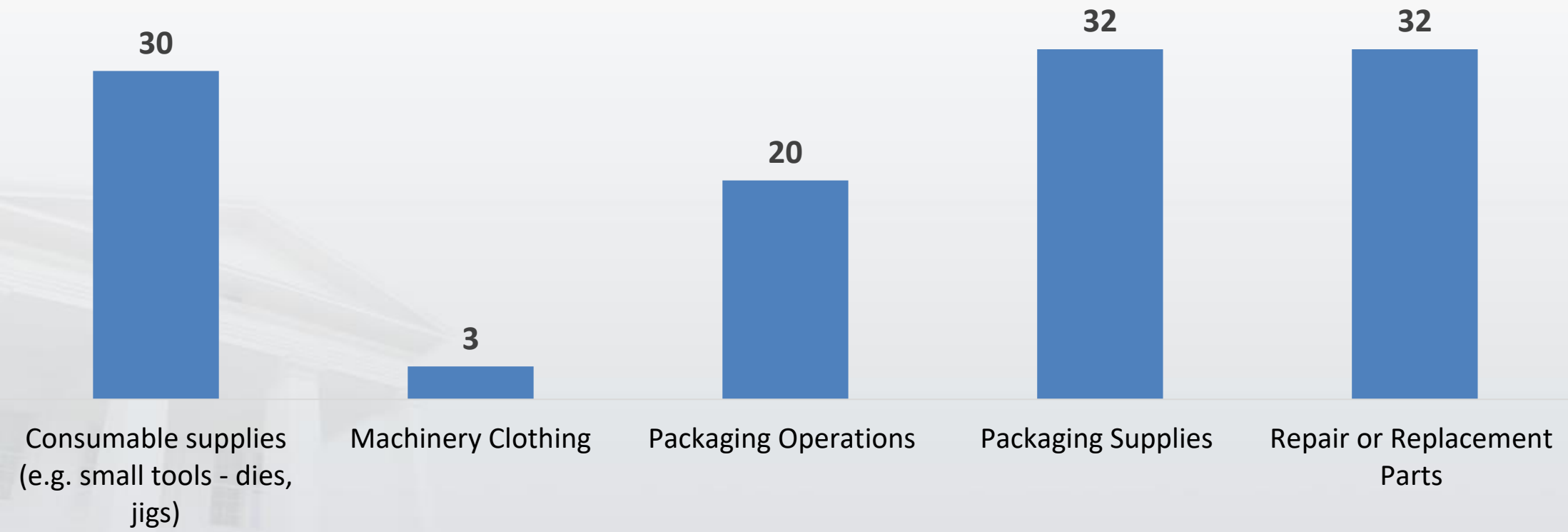
- Integrated Plant Theory
- Items included
  - Consumable Supplies
  - Energy
  - Industrial Materials
  - Packing Operation
  - Equipment
  - Machinery
  - Machinery Clothing
  - Packaging Supplies

Number of States Offering Full or Partial Manufacturing Sales Tax Exemptions



Source: CBAER Data

Number of States Offering Specific Item Qualifications for the Manufacturing Sales Tax Exemption



Source: CBAER Analysis

Total Amount Sales Taxes Exempted

	2017	2018	2019	2020	2021
Total	$5,663	$5,374	$6,065	$6,028	$6,842
…State	$3,236	$3,071	$3,466	$3,445	$3,910
…Local	$2,427	$2,303	$2,600	$2,584	$2,932
***$ in millions, +current year dollars**					

Economic Contribution Under Current Law

Annual Output Impact					
	2017	2018	2019	2020	2021
Direct	$69,004	$65,694	$73,977	$73,359	$82,997
Indirect	28,844	27,734	31,224	30,921	35,124
Induced	17,533	16,944	19,051	18,827	21,237
Total	$115,381	$110,373	$124,252	$123,106	$139,357

$ in millions,
current year dollars;
Source: IMPLAN

Annual Employment Impact					
	2017	2018	2019	2020	2021
Direct	171,742	162,458	179,637	171,923	193,855
Indirect	132,075	125,597	138,908	132,755	150,620
Induced	120,998	114,600	126,921	121,681	137,255
Total	424,815	402,655	445,467	426,359	481,730

Source: IMPLAN

Alternate Use Analysis, 2017 – 2021

Combined State and Local Government

	Output*+	Value-Added*+	Labor Income*+	Employment
Direct	$5,994	$1,987	$1,092	14,049
Indirect	2,528	1,326	806	10,858
Induced	1,537	883	502	9,931
Total	$10,059	$4,196	$2,401	34,838

*$ in millions,
+current year dollars

Tax Collection Without subsidy 2017-2021

	State Taxes	Local Taxes
Georgia Income Tax Estimate	$79	
Sales Tax Estimates	$44	$42
Georgia All Other Taxes (estimated at 22% of total GA tax)	$35	
Property	$0	$80
Total State and Local Tax Estimate	$158	$122

*$ in thousands;
+current year dollars

New Tax Revenue Under Current Law

	Average Annual			Total (FY 2018 - 2022)		
	State Impact	Local Impact	Total	State Impact	Local Impact	Total
Sales tax	$839	$491	$1,330	$4,214	$2,467	$6,681
Corporate profits tax	103	0	103	514	0	514
Personal income tax	663	0	663	3,320	0	3,320
Property taxes	0	1,212	1,212	0	6,088	6,088
Other taxes	140	95	235	703	475	1,178
Total tax receipts	$1,745	$1,798	$3,543	$8,751	$9,030	$17,781

$ in million;
+ current year dollars

Net State and Local Revenue Under Current Law

	Annual Combined State and Local Impact	Combined State and Local Impact – Total (FY 2018 – 2022)
Manufacturing Sales Tax Exemptions	($5,994)	($29,972)
New tax revenue	3,543	17,781
Foregone Revenue	(280)	(1,400)
Net revenue lost	($2,731)	($12,471)

$ in millions,
current year dollars;
Source: IMPLAN

But For and Findings

- Nonmonetary benefits
  - Keeps Georgia competitive with neighboring states
  - Avoids the pyramiding of sales tax
- Without tax exemption, Georgia would have 3,400 – 42,780 fewer jobs
- Sales tax exemption is one factor in relocation or expansion decisions
- It reduces production costs and maintains industry competitiveness

THANK YOU

Questions