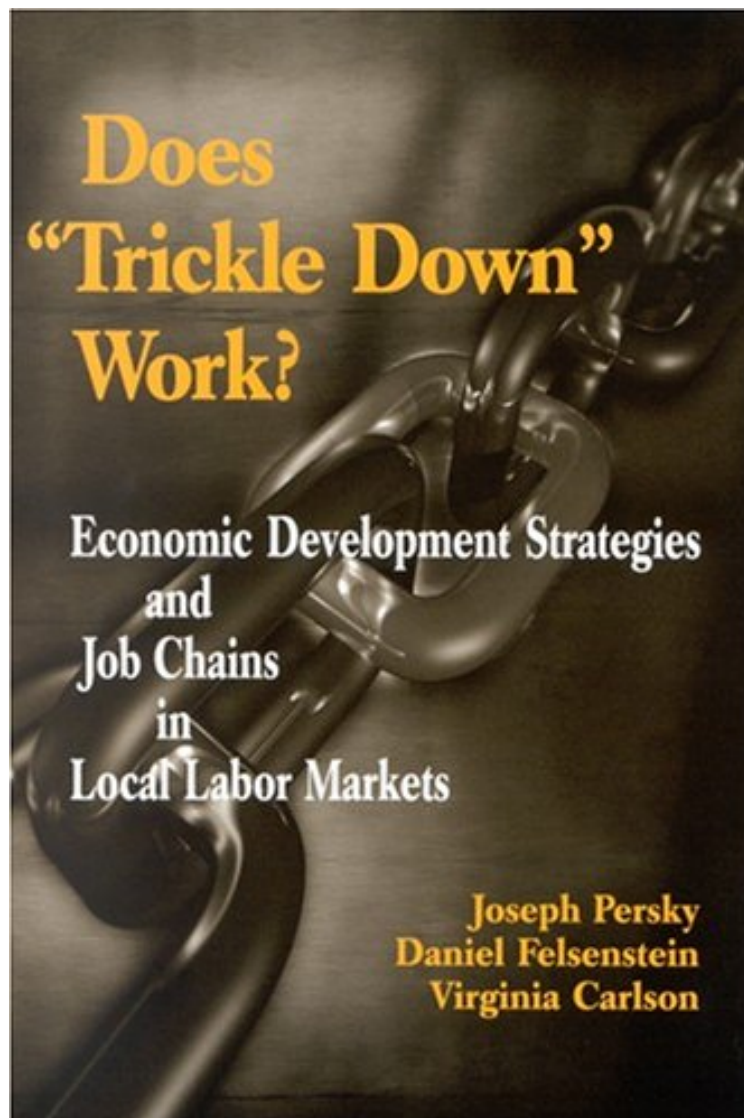


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Does "Trickle Down" Work?: Economic Development Strategies and Job Chains in Local Labor Markets

Joseph Persky, Daniel Felsenstein, Virginia Carlson
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Local Labor Markets:

The authors explore a new framework for evaluating economic development projects. This framework is based on a job-chain approach. Each new job created by an economic development incentive is filled by an employee who leaves behind another job. In turn, that job may be filled by someone who leaves behind their old job, etc. Such job chains end when an unemployed worker, someone not previously in the labor force, or an in-migrant to the labor market takes a vacancy. Job chains are the mechanism for observing and measuring "trickle down". The job trains model developed in this book presents new insights into local economic development evaluation and strategy.

"An excellent read for those who conduct impact assessment [and] an excellent complimentary text for a regional economic methods course." -- *Journal of Regional Science*, 45(3), 2005 "[This book] is likely to be of interest to a variety of readers from the economic development community." -- *International Labour*, 144(2), 2005

From the Author
The job-chains approach is likely to be of utility to a range of audiences in the economic development community. For the practitioner, the job-chains model presents a powerful tool for assessing the opportunities and constraints of subsidizing job creation. For the policymaker, adopting a job-chains perspective sheds new light on many time-honored policies for promoting economic development, such as targeting, industrial recruitment, and people-based strategies. For the researcher, accounting for trickle down when evaluating job creation presents a series of analytical challenges that can be met within the framework of the job-chains model.