



Regulatory and Economic Analysis

Within the complex federal regulatory process, resource constraints and legally binding deadlines complicate an agency's regulatory tasks. ICF International helps clients fulfill their responsibilities by providing cost-effective regulatory support services and tools. Our integrated, multidisciplinary staff has an exceptional grasp of regulatory requirements and can support all phases of the rulemaking process. We are located in the Washington, DC area, with quick access to our clients' offices for meetings and emergent requirements.

Our Approach

ICF International is expert in preparing the analyses required of regulatory agencies, including analyses addressing costs, benefits, economic impacts, small entity impacts, and paperwork burden, among others. We have prepared regulatory and economic analyses supporting hundreds of rulemakings for dozens of federal agencies. ICF International helped several regulatory agencies "write the book" describing their best practices for use in conducting such analyses.

ICF International's approach to regulatory analysis combines insightful analysis with well-written, carefully documented work products. We offer three important advantages:

- **Our staff are experienced.** Our regulatory analysts serve clients spanning numerous federal agencies. ICF International's diverse, multi-agency exposure and deep industry knowledge enable us to provide our clients with appropriate insights into related programs and alternative approaches.
- **Our approach is multidisciplinary.** ICF's staff span appropriate academic disciplines including economics, business and finance, public policy, engineering, law, health sciences, and natural sciences. We thrive where these disciplines meet, at the nexus between policy and industry practices, between benefits and costs.
- **Our work products are designed to withstand scrutiny.** We understand the need for clarity in writing and transparency in analysis. We explain our methods, cite our sources, and clearly state our assumptions. We do not leave clients to defend "black boxes."

Selected Services

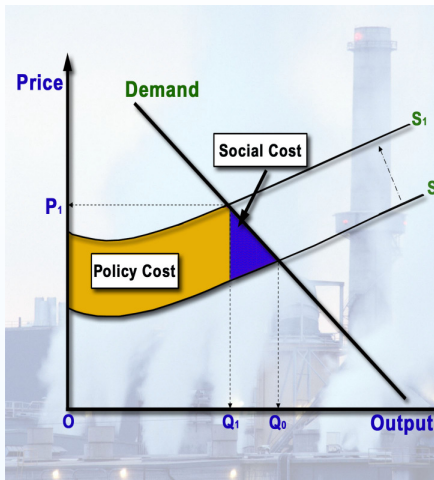
Industry Profiling and Analyses. ICF's industry profiles identify the relevant characteristics, incentives, and market forces that drive industry costs and behaviors.

Cost Modeling. ICF's cost models systematically and rigorously quantify the incremental costs and savings that are relevant to policy-makers. Our unique perspective allows us to develop cost models that are realistic within the bounds of feasibility, and designed with an eye towards the needs of decision-makers.

Cost-Benefit Analysis. ICF has conducted cost-benefit and cost-effectiveness analyses for dozens of clients in many domains, including transportation, workforce, homeland security, energy, and environment. We excel at quantifying benefits and costs that are hard to quantify or that fall outside the bounds of typical market activity.

Economic Impact Modeling. ICF has a long and successful record in estimating the economic impacts of policies and activities. We select the regional economic impact model — IMPLAN, REMI, or Economic Modeling Systems, Inc. (EMSI) — that best fits the analysis requirements. Economic impact modeling is especially useful for analyzing the regional or national economic contribution of a regulation.

Financial Analyses and Modeling. When clients need to project the viability of a firm, plant, or project, ICF develops financial models that combine the right degree of complexity with an ability to target key factors driving performance.



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Our Services (cont.)

Risk and Uncertainty Analysis. ICF performs high quality simulations and other kinds of sensitivity analysis to estimate the effects of uncertainty and risk on business and policy options. ICF is experienced in creating data-driven models that use uncertain input values and produce outcomes with easily interpretable results.

Qualitative Policy Analysis. ICF excels at qualitative data collection methods, from public comment analysis to focus groups, drawing on experienced moderators and meeting facilitators to gain knowledge on policy issues or to work toward building consensus among stakeholder groups.

Statistics and Econometrics. ICF offers sophisticated econometrics and statistical modeling capabilities when it is important to predict market responses to regulatory changes. Our economists are experienced in handling large datasets and using niche econometric methods, including advanced regression analyses, to estimate various functional relationships, such as demand and supply elasticities.

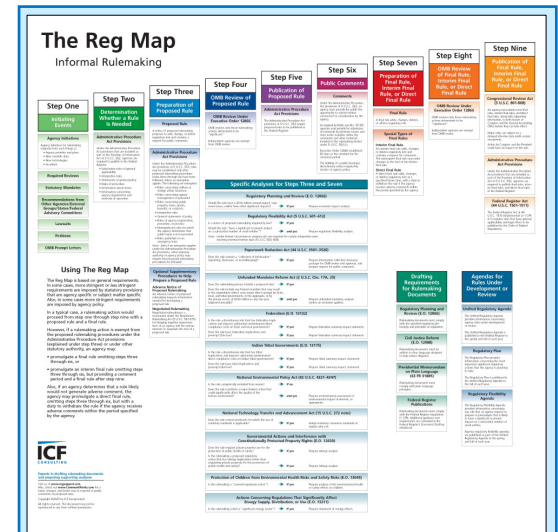
Spreadsheet Modeling. For many of our clients, the tool of choice is the spreadsheet model, which often provides the right combination of rigor, effort, reproducibility, and attractive presentation of results. ICF experts build flexible, self-documenting spreadsheet-based models that examine the costs and impacts of proposed regulations over a business-as-usual baseline.

Proprietary Models. ICF has developed several proprietary models to evaluate the future impacts of regulations or other system shocks. ICF is recognized globally for its expertise on energy market modeling such as the Integrated Planning Model (IPM-), North American Natural Gas Analysis System (NANGAS-), and others that are used extensively to forecast prices, capacity, and other economic effects.

Selected Clients

ICF staff has extensive empirical knowledge of a variety of industry sectors. Some of our federal clients have included:

- U.S. Department of Commerce
 - U.S. Patent and Trademark Office
- U.S. Department of Health and Human Services
 - Centers for Disease Control and Prevention
 - Food and Drug Administration
- U.S. Department of Homeland Security
 - Transportation Security Administration
 - Bureau of Customs and Border Protection
- U.S. Department of Justice
 - Drug Enforcement Administration
- U.S. Department of Labor
 - Occupational Safety and Health Administration
 - Employment and Training Administration
- U.S. Department of Transportation
 - Federal Aviation Administration
 - Federal Motor Carrier Safety Administration
- U.S. Environmental Protection Agency
- U.S. Nuclear Regulatory Commission



ICF International's copyrighted map of the regulatory process is used by Federal agencies, Congressional committees, law schools, and industry to help explain and understand when various regulatory analyses will be required for regulatory actions. To order a complimentary Reg Map, visit icfi.com/Services/Regulatory_Support.

ICF International's Contract Vehicles

- Environmental Services GSA Schedule #GS-10F-0124J
- General Purpose Commercial Information Technology Equipment Services GSA Schedule #GS-35F-4121D
- Internal Revenue Service (IRS) Consortium for Learning and Workforce Development #TIRNO-0-0039
- Logistics Worldwide GSA Schedule #GS-10F-0578N
- Management, Organizational, and Business Improvement Services (MOBIS) GSA Schedule #GS-23F-8182H
- Marketing Communications GSA Schedule #GS-23F-0115K
- Office of Personnel Management Training and Management Assistance Services #OPM-01-01069
- Professional Engineering Services (PES) GSA Schedule #GS-23F-0016P

About ICF International

ICF International (Nasdaq: ICFI) partners with government and commercial clients to deliver consulting services and technology solutions in the energy, environment, transportation, social programs, defense, and homeland security markets. The firm combines passion for its work with industry expertise and innovative analytics to produce compelling results throughout the entire program life cycle, from analysis and design through implementation and improvement. Since 1969, ICF has been serving government at all levels, major corporations, and multilateral institutions. ICF's Web site is www.icfi.com.

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