



# Internal Report: 683 Northland Avenue - 683 Northland Avenue

Table 1: Basic Information

Project Name	683 Northland Avenue
Project Industry	(531) Real Estate
Municipality	Buffalo City
School District	Buffalo
Project Cost	\$99,035,011
Construction Budget	\$82,878,688
Direct Employment Expected	18
Direct Labor Income	\$900,000
Direct Construction Jobs	606
Direct Construction Labor Income	\$31,852,324
Total Labor Income	\$32,752,324

Table 2: Estimated State & Regional Benefits\*

Region	
New Property Tax Revenue (PILOT or Improvements)	\$634,733
Property Tax Revenue	\$166,009
Sales Tax Revenue	\$783,697
State	
Income Tax Revenue	\$2,150,445
Sales Tax Revenue	\$659,955
<b>TOTAL Estimated Revenue</b>	<b>\$4,394,838</b>

Table 3: Estimated Project Incentives\*

Property Tax Savings	\$2,404,074
Sales Tax Savings	\$4,355,140
Mortgage Tax Savings	\$250,000
<b>TOTAL Estimated Incentives</b>	<b>\$7,009,214</b>



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Table 1: Basic Information

Project Name	683 Northland Avenue
Project Applicant	683 Northland Avenue
Project Industry	Real Estate
Municipality	Buffalo City
School District	Buffalo
Type of Transaction	Lease
Project Cost	\$99,035,011
Mortgage Amount	\$25,000,000

Table 2: Permanent New/Retained Employment (Annual FTEs)

	State	Region
<b>Total Employment</b>	<b>877</b>	<b>877</b>
Direct**	18	18
Indirect***	21	21
Induced****	12	12
Temporary Construction (Direct and Indirect)	825	825

Table 3: Permanent New/Retained Labor Income (Annual) & Average Salary (Annual)

	State Labor Income	Region Labor Income	Average Salary
<b>Total</b>	<b>\$45,437,789</b>	<b>\$45,437,789</b>	<b>\$51,837</b>
Direct**	\$900,000	\$900,000	\$50,000
Indirect***	\$1,160,029	\$1,160,029	\$54,136
Induced****	\$470,178	\$470,178	\$39,751
Temporary Construction (Direct and Indirect)	\$42,907,583	\$42,907,583	\$51,991

Table 4: Permanent New/Retained Labor Income (Discounted Present Value\*)

	State Labor Income	Region Labor Income
<b>Total</b>	<b>\$58,924,558</b>	<b>\$58,924,558</b>
Direct**	\$5,697,273	\$5,697,273

Indirect***	\$7,343,336	\$7,343,336
Induced****	\$2,976,367	\$2,976,367
Temporary Construction (Direct and Indirect)	\$42,907,583	\$42,907,583

Table 5: Cost/Benefit Analysis (Discounted Present Value\*)

<b>Total Costs to State and Region</b>	<b>\$7,009,214</b>
Mortgage Tax Revenue Forgone	\$250,000
State	\$187,500
County	\$62,500
Local	\$0
Property Tax Revenue Forgone	\$2,404,074
485-B Property Tax Abatement	\$1,084,411
Above 485-B	\$1,319,663
Sales Tax Revenue Forgone	\$4,355,140
Construction Materials	\$3,625,943
Other Items	\$729,197
<b>Total Benefits to State and Region</b>	<b>\$63,319,396</b>
<b>Total State Benefits</b>	<b>\$61,734,958</b>
Income Tax Revenue	\$2,150,445
Direct**	\$210,799
Indirect***	\$271,703
Induced****	\$80,362
Construction (Direct and Indirect, over 0 years)	\$1,587,581
Sales Tax Revenue	\$659,955
Direct**	\$63,809
Indirect***	\$82,245
Induced****	\$33,335
Construction (Direct and Indirect, over 0 years)	\$480,565
Labor Income	\$58,924,558
<b>Total Regional Benefits</b>	<b>\$1,584,438</b>
New PILOT Revenue	\$634,733
Property Tax Revenue	\$166,009
Sales Tax Revenue	\$783,697
Direct**	\$75,774
Indirect***	\$97,666
Induced****	\$39,586
Construction (Direct and Indirect, over 0 years)	\$570,671
<b>Benefit to Cost Ratio</b>	<b>63319388.1:1</b>
<b>Overall ROI</b>	<b>9:1</b>



Table 6: Regional Fiscal Impact (Discounted Present Value\*)

Total Local Client Incentives	\$4,742,178
Total Anticipated Local Revenue (Property Tax plus Local Sales Tax)	\$1,584,438
Net Local Revenue	\$-3,157,740
Benefit to Cost Ratio	0.3:1
Overall ROI	12.8:1

Table 7: Property Tax Revenue (Discounted Present Value\*)

<b>Total Property Tax</b>	<b>\$800,741</b>
<b>County Property Tax</b>	<b>\$126,756</b>
Property Tax on Existing Property	\$26,279
Property Tax on Improvement to Property	\$100,477
<b>City/Village Property Tax</b>	<b>\$332,195</b>
Property Tax on Existing Property	\$68,870
Property Tax on Improvement to Property	\$263,325
<b>School District Property Tax</b>	<b>\$341,790</b>
Property Tax on Existing Property	\$70,860
Property Tax on Improvement to Property	\$270,931

\* Figures over 7 years and discounted by 3.49%

\*\* Direct - The recipient of IDA assistance adds new jobs to the regional economy and/or retains jobs at risk of being lost to another region. Investments that result in displacing existing jobs (e.g., most retail and many service sector industries) do not fall under this definition.

\*\*\* Indirect - The recipient of IDA assistance makes purchases from regional firms, which stimulates suppliers to add jobs and payroll that are new to the regional economy or are saved from being lost to competitors outside the region.

\*\*\*\* Induced - The recipient of IDA assistance by adding to and/or retaining payroll stimulates household spending that is new to the regional economy and/or saved from being lost to competitors outside the region.

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## Table 4: Employment Breakdown

Project	
Direct**	18
Indirect***	21
Induced****	12
Construction	
Direct	606
Indirect	219

## Table 5: Ratios

Benefit to Cost Ratio	<b>0.6:1</b>
Overall ROI	<b>9:1</b>

\* Figures over 7 years and discounted by 3.49%

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