



# Internal Report: Compass Minerals America, Inc. - North American Salt Company

Table 1: Basic Information

Project Name	North American Salt Company
Project Industry	(212) Mining (except Oil and Gas)
Municipality	Lackawanna City
School District	Lackawanna
Project Cost	\$8,100,000
Construction Budget	\$5,470,000
Direct Employment Expected	8
Direct Labor Income	\$320,000
Direct Construction Jobs	40
Direct Construction Labor Income	\$2,102,256
Total Labor Income	\$2,422,256

Table 2: Estimated State & Regional Benefits\*

Region	
New Property Tax Revenue (PILOT or Improvements)	\$356,764
Sales Tax Revenue	\$122,317
State	
Income Tax Revenue	\$314,287
Sales Tax Revenue	\$103,003
<b>TOTAL Estimated Revenue</b>	<b>\$896,371</b>

Table 3: Estimated Project Incentives\*

Property Tax Savings	\$1,351,257
Sales Tax Savings	\$192,325
<b>TOTAL Estimated Incentives</b>	<b>\$1,543,582</b>



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Table 1: Basic Information

Project Name	North American Salt Company
Project Applicant	Compass Minerals America, Inc.
Project Industry	Mining (except Oil and Gas)
Municipality	Lackawanna City
School District	Lackawanna
Type of Transaction	Lease
Project Cost	\$8,100,000

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

	State	Region
<b>Total Employment</b>	<b>77</b>	<b>77</b>
Direct**	8	8
Indirect***	4	4
Induced****	10	10
Temporary Construction (Direct and Indirect)	54	54

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

	State Labor Income	Region Labor Income	Average Salary
<b>Total</b>	<b>\$3,837,357</b>	<b>\$3,837,357</b>	<b>\$50,002</b>
Direct**	\$320,000	\$320,000	\$40,000
Indirect***	\$285,277	\$285,277	\$68,447
Induced****	\$400,177	\$400,177	\$39,595
Temporary Construction (Direct and Indirect)	\$2,831,904	\$2,831,904	\$51,991

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

	State Labor Income	Region Labor Income
<b>Total</b>	<b>\$9,196,731</b>	<b>\$9,196,731</b>
Direct**	\$2,025,697	\$2,025,697
Indirect***	\$1,805,889	\$1,805,889

Induced****	\$2,533,241	\$2,533,241
Temporary Construction (Direct and Indirect)	\$2,831,904	\$2,831,904

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

<b>Total Costs to State and Region</b>	<b>\$1,543,582</b>
Property Tax Revenue Forgone	\$1,351,257
485-B Property Tax Abatement	\$47,395
Above 485-B	\$1,303,862
Sales Tax Revenue Forgone	\$192,325
Construction Materials	\$191,450
Other Items	\$875
<b>Total Benefits to State and Region</b>	<b>\$10,093,102</b>
<b>Total State Benefits</b>	<b>\$9,614,021</b>
Income Tax Revenue	\$314,287
Direct <sup>**</sup>	\$68,874
Indirect <sup>***</sup>	\$72,236
Induced <sup>****</sup>	\$68,397
Construction (Direct and Indirect, over 0 years)	\$104,780
Sales Tax Revenue	\$103,003
Direct <sup>**</sup>	\$22,688
Indirect <sup>***</sup>	\$20,226
Induced <sup>****</sup>	\$28,372
Construction (Direct and Indirect, over 0 years)	\$31,717
Labor Income	\$9,196,731
<b>Total Regional Benefits</b>	<b>\$479,081</b>
Property Tax/PILOT Revenue	\$356,764
Sales Tax Revenue	\$122,317
Direct <sup>**</sup>	\$26,942
Indirect <sup>***</sup>	\$24,018
Induced <sup>****</sup>	\$33,692
Construction (Direct and Indirect, over 0 years)	\$37,664
<b>Benefit to Cost Ratio</b>	<b>10093095.7:1</b>
<b>Overall ROI</b>	<b>6.5:1</b>

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

Total Local Client Incentives	\$1,376,867
Total Anticipated Local Revenue (Property Tax plus Local Sales Tax)	\$479,081
Net Local Revenue	\$-897,787
Benefit to Cost Ratio	0.3:1
Overall ROI	7:1

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

<b>Total Property Tax</b>	<b>\$356,764</b>
<b>County Property Tax</b>	<b>\$27,742</b>
<b>City/Village Property Tax</b>	<b>\$166,910</b>
<b>School District Property Tax</b>	<b>\$162,112</b>

\* 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**	8
Indirect***	4
Induced****	10
Construction	
Direct	40
Indirect	14

## Table 5: Ratios

Benefit to Cost Ratio	<b>0.6:1</b>
Overall ROI	<b>6.5:1</b>

\* 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.

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