



Internal Report: CPI Process Systems - CPI Process Systems

Table 1: Basic Information

Project Name	CPI Process Systems
Project Industry	(42) Wholesale Trade
Municipality	West Seneca Town
School District	West Seneca
Project Cost	\$3,100,000
Construction Budget	\$2,600,000
Direct Employment Expected	14 (2 created and 12 retained)
Direct Labor Income	\$840,000
Direct Construction Jobs	19
Direct Construction Labor Income	\$999,244
Total Labor Income	\$1,839,244

Table 2: Estimated State & Regional Benefits*

Region	
New Property Tax Revenue (PILOT or Improvements)	\$42,522
Sales Tax Revenue	\$187,495
State	
Income Tax Revenue	\$515,255
Sales Tax Revenue	\$157,891
TOTAL Estimated Revenue	\$903,163

Table 3: Estimated Project Incentives*

Property Tax Savings	\$167,709
Sales Tax Savings	\$144,375
Mortgage Tax Savings	\$16,500
TOTAL Estimated Incentives	\$328,584



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Table 1: Basic Information

Project Name	CPI Process Systems
Project Applicant	CPI Process Systems
Project Industry	Wholesale Trade
Municipality	West Seneca Town
School District	West Seneca
Type of Transaction	Lease
Project Cost	\$3,100,000
Mortgage Amount	\$1,650,000

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

	State	Region
Total Employment	54	54
Direct**	14 (2 created and 12 retained)	14 (2 created and 12 retained)
Indirect***	6	6
Induced****	8	8
Temporary Construction (Direct and Indirect)	26	26

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

	State Labor Income	Region Labor Income	Average Salary
Total	\$2,826,844	\$2,826,844	\$52,491
Direct**	\$840,000	\$840,000	\$60,000
Indirect***	\$315,067	\$315,067	\$54,518
Induced****	\$325,717	\$325,717	\$39,797
Temporary Construction (Direct and Indirect)	\$1,346,060	\$1,346,060	\$51,991

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

	State Labor Income	Region Labor Income
Total	\$14,097,379	\$14,097,379
Direct**	\$7,233,403	\$7,233,403

Indirect***	\$2,713,102	\$2,713,102
Induced****	\$2,804,814	\$2,804,814
Temporary Construction (Direct and Indirect)	\$1,346,060	\$1,346,060

Table 5: Cost/Benefit Analysis (Discounted Present Value^{*})

Total Costs to State and Region	\$328,584
Mortgage Tax Revenue Forgone	\$16,500
State	\$12,375
County	\$4,125
Local	\$0
Property Tax Revenue Forgone	\$167,709
485-B Property Tax Abatement	\$26,433
Above 485-B	\$141,277
Sales Tax Revenue Forgone	\$144,375
Construction Materials	\$113,750
Other Items	\$30,625
Total Benefits to State and Region	\$15,000,542
Total State Benefits	\$14,770,525
Income Tax Revenue	\$515,255
Direct ^{**}	\$289,336
Indirect ^{***}	\$100,385
Induced ^{****}	\$75,730
Construction (Direct and Indirect, over 0 years)	\$49,804
Sales Tax Revenue	\$157,891
Direct ^{**}	\$81,014
Indirect ^{***}	\$30,387
Induced ^{****}	\$31,414
Construction (Direct and Indirect, over 0 years)	\$15,076
Labor Income	\$14,097,379
Total Regional Benefits	\$230,017
Property Tax/PILOT Revenue	\$42,522
Sales Tax Revenue	\$187,495
Direct ^{**}	\$96,204
Indirect ^{***}	\$36,084
Induced ^{****}	\$37,304
Construction (Direct and Indirect, over 0 years)	\$17,903
Benefit to Cost Ratio	15000499.4:1
Overall ROI	45.7:1

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

Total Local Client Incentives	\$245,102
Total Anticipated Local Revenue (Property Tax plus Local Sales Tax)	\$230,017
Net Local Revenue	\$-15,085
Benefit to Cost Ratio	0.9:1
Overall ROI	58.5:1

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

Total Property Tax	\$42,522
County Property Tax	\$7,470
Town Property Tax	\$11,022
School District Property Tax	\$24,030

* Figures over 10 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**	14 (2 created and 12 retained)
Indirect***	6
Induced****	8
Construction	
Direct	19
Indirect	7

Table 5: Ratios

Benefit to Cost Ratio	2.7:1
Overall ROI	45.7:1

* Figures over 10 years and discounted by 3.49%

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