



# Internal Report: Kohler Awning, Inc. - Kohler Awning, Inc.

## Table 1: Basic Information

Project Name	Kohler Awning, Inc.
Project Industry	(332) Fabricated Metal Product Manufacturing
Municipality	Cheektowaga Town
School District	Cheektowaga
Project Cost	\$850,000
Construction Budget	\$800,000
Direct Employment Expected	1
Direct Labor Income	\$26,000
Direct Construction Jobs	6
Direct Construction Labor Income	\$307,460
Total Labor Income	\$333,460

## Table 2: Estimated State & Regional Benefits\*

Region	
New Property Tax Revenue (PILOT or Improvements)	\$18,826
Sales Tax Revenue	\$12,561
State	
Income Tax Revenue	\$28,803
Sales Tax Revenue	\$10,578
<b>TOTAL Estimated Revenue</b>	<b>\$70,768</b>

## Table 3: Estimated Project Incentives\*

Property Tax Savings	\$71,304
Sales Tax Savings	\$38,500
Mortgage Tax Savings	\$8,500
<b>TOTAL Estimated Incentives</b>	<b>\$118,304</b>



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Project Name	Kohler Awning, Inc.
Project Applicant	Kohler Awning, Inc.
Project Industry	Fabricated Metal Product Manufacturing
Municipality	Cheektowaga Town
School District	Cheektowaga
Type of Transaction	Lease
Project Cost	\$850,000
Mortgage Amount	\$850,000

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

	State	Region
<b>Total Employment</b>	<b>10</b>	<b>10</b>
Direct**	1	1
Indirect***	1	1
Induced****	1	1
Temporary Construction (Direct and Indirect)	8	8

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

	State Labor Income	Region Labor Income	Average Salary
<b>Total</b>	<b>\$497,939</b>	<b>\$497,939</b>	<b>\$48,972</b>
Direct**	\$26,000	\$26,000	\$26,000
Indirect***	\$30,952	\$30,952	\$58,636
Induced****	\$26,815	\$26,815	\$39,799
Temporary Construction (Direct and Indirect)	\$414,172	\$414,172	\$51,991

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

	State Labor Income	Region Labor Income
<b>Total</b>	<b>\$944,439</b>	<b>\$944,439</b>
Direct**	\$164,588	\$164,588
Indirect***	\$195,932	\$195,932

Induced****	\$169,747	\$169,747
Temporary Construction (Direct and Indirect)	\$414,172	\$414,172

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

<b>Total Costs to State and Region</b>	<b>\$118,304</b>
Mortgage Tax Revenue Forgone	\$8,500
State	\$6,375
County	\$2,125
Local	\$0
Property Tax Revenue Forgone	\$71,304
485-B Property Tax Abatement	\$5,305
Above 485-B	\$65,998
Sales Tax Revenue Forgone	\$38,500
Construction Materials	\$35,000
Other Items	\$3,500
<b>Total Benefits to State and Region</b>	<b>\$1,015,207</b>
<b>Total State Benefits</b>	<b>\$983,820</b>
Income Tax Revenue	\$28,803
Direct <sup>**</sup>	\$1,646
Indirect <sup>***</sup>	\$7,249
Induced <sup>****</sup>	\$4,583
Construction (Direct and Indirect, over 0 years)	\$15,324
Sales Tax Revenue	\$10,578
Direct <sup>**</sup>	\$1,843
Indirect <sup>***</sup>	\$2,194
Induced <sup>****</sup>	\$1,901
Construction (Direct and Indirect, over 0 years)	\$4,639
Labor Income	\$944,439
<b>Total Regional Benefits</b>	<b>\$31,387</b>
Property Tax/PILOT Revenue	\$18,826
Sales Tax Revenue	\$12,561
Direct <sup>**</sup>	\$2,189
Indirect <sup>***</sup>	\$2,606
Induced <sup>****</sup>	\$2,258
Construction (Direct and Indirect, over 0 years)	\$5,508
<b>Benefit to Cost Ratio</b>	<b>1015199:1</b>
<b>Overall ROI</b>	<b>8.6:1</b>

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

Total Local Client Incentives	\$91,850
Total Anticipated Local Revenue (Property Tax plus Local Sales Tax)	\$31,387
Net Local Revenue	\$-60,463
Benefit to Cost Ratio	0.3:1
Overall ROI	10.6:1

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

<b>Total Property Tax</b>	<b>\$18,826</b>
<b>County Property Tax</b>	<b>\$3,105</b>
<b>Town Property Tax</b>	<b>\$5,785</b>
<b>School District Property Tax</b>	<b>\$9,935</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**	1
Indirect***	1
Induced****	1
Construction	
Direct	6
Indirect	2

## Table 5: Ratios

Benefit to Cost Ratio	<b>0.6:1</b>
Overall ROI	<b>8.6:1</b>

\* Figures over 7 years and discounted by 3.49%

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