



# Internal Report: Shell Fab - Shell Fab

## Table 1: Basic Information

Project Name	Shell Fab
Project Industry	(327) Nonmetallic Mineral Product Manufacturing
Municipality	West Seneca Town
School District	West Seneca
Project Cost	\$3,018,000
Construction Budget	\$2,300,000
Direct Employment Expected	10
Direct Labor Income	\$450,000
Direct Construction Jobs	17
Direct Construction Labor Income	\$883,947
Total Labor Income	\$1,333,947

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

Region	
New Property Tax Revenue (PILOT or Improvements)	\$63,561
Sales Tax Revenue	\$120,461
State	
Income Tax Revenue	\$316,533
Sales Tax Revenue	\$101,440
<b>TOTAL Estimated Revenue</b>	<b>\$601,995</b>

## Table 3: Estimated Project Incentives\*

Property Tax Savings	\$240,738
Sales Tax Savings	\$147,263
Mortgage Tax Savings	\$22,000
<b>TOTAL Estimated Incentives</b>	<b>\$410,001</b>



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Table 1: Basic Information

Project Name	Shell Fab
Project Applicant	Shell Fab
Project Industry	Nonmetallic Mineral Product Manufacturing
Municipality	West Seneca Town
School District	West Seneca
Type of Transaction	Lease
Project Cost	\$3,018,000
Mortgage Amount	\$2,200,000

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

	State	Region
<b>Total Employment</b>	<b>49</b>	<b>49</b>
Direct**	10	10
Indirect***	8	8
Induced****	8	8
Temporary Construction (Direct and Indirect)	23	23

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

	State Labor Income	Region Labor Income	Average Salary
<b>Total</b>	<b>\$2,433,409</b>	<b>\$2,433,409</b>	<b>\$50,098</b>
Direct**	\$450,000	\$450,000	\$45,000
Indirect***	\$487,777	\$487,777	\$60,912
Induced****	\$304,887	\$304,887	\$39,794
Temporary Construction (Direct and Indirect)	\$1,190,746	\$1,190,746	\$51,991

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

	State Labor Income	Region Labor Income
<b>Total</b>	<b>\$9,057,184</b>	<b>\$9,057,184</b>
Direct**	\$2,848,637	\$2,848,637
Indirect***	\$3,087,774	\$3,087,774

Induced****	\$1,930,027	\$1,930,027
Temporary Construction (Direct and Indirect)	\$1,190,746	\$1,190,746

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

<b>Total Costs to State and Region</b>	<b>\$410,001</b>
Mortgage Tax Revenue Forgone	\$22,000
State	\$16,500
County	\$5,500
Local	\$0
Property Tax Revenue Forgone	\$240,738
485-B Property Tax Abatement	\$47,223
Above 485-B	\$193,516
Sales Tax Revenue Forgone	\$147,263
Construction Materials	\$100,625
Other Items	\$46,638
<b>Total Benefits to State and Region</b>	<b>\$9,659,178</b>
<b>Total State Benefits</b>	<b>\$9,475,157</b>
Income Tax Revenue	\$316,533
Direct**	\$96,854
Indirect***	\$123,511
Induced****	\$52,111
Construction (Direct and Indirect, over 0 years)	\$44,058
Sales Tax Revenue	\$101,440
Direct**	\$31,905
Indirect***	\$34,583
Induced****	\$21,616
Construction (Direct and Indirect, over 0 years)	\$13,336
Labor Income	\$9,057,184
<b>Total Regional Benefits</b>	<b>\$184,021</b>
Property Tax/PILOT Revenue	\$63,561
Sales Tax Revenue	\$120,461
Direct**	\$37,887
Indirect***	\$41,067
Induced****	\$25,669
Construction (Direct and Indirect, over 0 years)	\$15,837
<b>Benefit to Cost Ratio</b>	<b>9659156.4:1</b>
<b>Overall ROI</b>	<b>23.6:1</b>

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

Total Local Client Incentives	\$320,056
Total Anticipated Local Revenue (Property Tax plus Local Sales Tax)	\$184,021
Net Local Revenue	\$-136,035
Benefit to Cost Ratio	0.6:1
Overall ROI	28.9:1

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

<b>Total Property Tax</b>	<b>\$63,561</b>
<b>County Property Tax</b>	<b>\$11,165</b>
<b>Town Property Tax</b>	<b>\$16,475</b>
<b>School District Property Tax</b>	<b>\$35,920</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**	10
Indirect***	8
Induced****	8
Construction	
Direct	17
Indirect	6

## Table 5: Ratios

Benefit to Cost Ratio	<b>1.5:1</b>
Overall ROI	<b>23.6:1</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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