



Internal Report: Calspan Corporation - Calspan Corporation

Table 1: Basic Information

Project Name	Calspan Corporation
Project Industry	(541) Professional, Scientific, and Technical Services
Municipality	Cheektowaga Town
School District	Lancaster
Project Cost	\$7,070,000
Construction Budget	\$5,000,000
Direct Employment Expected	11
Direct Labor Income	\$825,000
Direct Construction Jobs	37
Direct Construction Labor Income	\$1,921,623
Total Labor Income	\$2,746,623

Table 2: Estimated State & Regional Benefits*

Region	
New Property Tax Revenue (PILOT or Improvements)	\$158,245
Sales Tax Revenue	\$180,418
State	
Income Tax Revenue	\$517,651
Sales Tax Revenue	\$151,931
TOTAL Estimated Revenue	\$1,008,246

Table 3: Estimated Project Incentives*

Property Tax Savings	\$624,127
Sales Tax Savings	\$399,875
Mortgage Tax Savings	\$50,000
TOTAL Estimated Incentives	\$1,074,002



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Table 1: Basic Information

Project Name	Calspan Corporation
Project Applicant	Calspan Corporation
Project Industry	Professional, Scientific, and Technical Services
Municipality	Cheektowaga Town
School District	Lancaster
Type of Transaction	Lease
Project Cost	\$7,070,000
Mortgage Amount	\$5,000,000

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

	State	Region
Total Employment	71	71
Direct**	11	11
Indirect***	4	4
Induced****	6	6
Temporary Construction (Direct and Indirect)	50	50

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

	State Labor Income	Region Labor Income	Average Salary
Total	\$3,863,279	\$3,863,279	\$54,305
Direct**	\$825,000	\$825,000	\$75,000
Indirect***	\$196,342	\$196,342	\$49,451
Induced****	\$253,360	\$253,360	\$39,705
Temporary Construction (Direct and Indirect)	\$2,588,578	\$2,588,578	\$51,991

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

	State Labor Income	Region Labor Income
Total	\$13,565,280	\$13,565,280
Direct**	\$7,104,236	\$7,104,236
Indirect***	\$1,690,737	\$1,690,737

Induced****	\$2,181,730	\$2,181,730
Temporary Construction (Direct and Indirect)	\$2,588,578	\$2,588,578

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

Total Costs to State and Region	\$1,074,002
Mortgage Tax Revenue Forgone	\$50,000
State	\$37,500
County	\$12,500
Local	\$0
Property Tax Revenue Forgone	\$624,127
485-B Property Tax Abatement	\$38,536
Above 485-B	\$585,591
Sales Tax Revenue Forgone	\$399,875
Construction Materials	\$218,750
Other Items	\$181,125
Total Benefits to State and Region	\$14,573,525
Total State Benefits	\$14,234,862
Income Tax Revenue	\$517,651
Direct ^{**}	\$305,482
Indirect ^{***}	\$57,485
Induced ^{****}	\$58,907
Construction (Direct and Indirect, over 0 years)	\$95,777
Sales Tax Revenue	\$151,931
Direct ^{**}	\$79,567
Indirect ^{***}	\$18,936
Induced ^{****}	\$24,435
Construction (Direct and Indirect, over 0 years)	\$28,992
Labor Income	\$13,565,280
Total Regional Benefits	\$338,663
Property Tax/PILOT Revenue	\$158,245
Sales Tax Revenue	\$180,418
Direct ^{**}	\$94,486
Indirect ^{***}	\$22,487
Induced ^{****}	\$29,017
Construction (Direct and Indirect, over 0 years)	\$34,428
Benefit to Cost Ratio	14573512.8:1
Overall ROI	13.6:1

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

Total Local Client Incentives	\$839,277
Total Anticipated Local Revenue (Property Tax plus Local Sales Tax)	\$338,663
Net Local Revenue	\$-500,614
Benefit to Cost Ratio	0.4:1
Overall ROI	16.6:1

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

Total Property Tax	\$158,245
County Property Tax	\$26,959
Town Property Tax	\$50,228
School District Property Tax	\$81,058

* 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**	11
Indirect***	4
Induced****	6
Construction	
Direct	37
Indirect	13

Table 5: Ratios

Benefit to Cost Ratio	0.9:1
Overall ROI	13.6:1

* Figures over 10 years and discounted by 3.49%

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