



Internal Report: The Uniland Partnership of Delaware, L.P. - The Uniland Partnership of Delaware, L.P.

Table 1: Basic Information

Project Name	The Uniland Partnership of Delaware, L.P.
Project Industry	(722) Food Services and Drinking Places
Municipality	Cheektowaga Town
School District	Lancaster
Project Cost	\$21,058,095
Construction Budget	\$16,187,221
Direct Employment Expected	511
Direct Labor Income	\$30,288,503
Direct Construction Jobs	118
Direct Construction Labor Income	\$6,221,148
Total Labor Income	\$36,509,651

Table 2: Estimated State & Regional Benefits*

Region	
New Property Tax Revenue (PILOT or Improvements)	\$706,635
Sales Tax Revenue	\$4,364,191
State	
Income Tax Revenue	\$11,852,024
Sales Tax Revenue	\$3,675,108
TOTAL Estimated Revenue	\$20,597,957

Table 3: Estimated Project Incentives*

Property Tax Savings	\$2,787,003
Sales Tax Savings	\$911,510
Mortgage Tax Savings	\$172,500
TOTAL Estimated Incentives	\$3,871,013



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Table 1: Basic Information

Project Name	The Uniland Partnership of Delaware, L.P.
Project Applicant	The Uniland Partnership of Delaware, L.P.
Project Industry	Food Services and Drinking Places
Municipality	Cheektowaga Town
School District	Lancaster
Type of Transaction	Lease
Project Cost	\$21,058,095
Mortgage Amount	\$17,250,000

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

	State	Region
Total Employment	820	820
Direct**	511	511
Indirect***	63	63
Induced****	84	84
Temporary Construction (Direct and Indirect)	161	161

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

	State Labor Income	Region Labor Income	Average Salary
Total	\$45,512,768	\$45,512,768	\$55,510
Direct**	\$30,288,503	\$30,288,503	\$59,273
Indirect***	\$3,488,286	\$3,488,286	\$55,011
Induced****	\$3,355,604	\$3,355,604	\$39,807
Temporary Construction (Direct and Indirect)	\$8,380,375	\$8,380,375	\$51,991

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

	State Labor Income	Region Labor Income
Total	\$328,134,632	\$328,134,632
Direct**	\$260,820,194	\$260,820,194

Indirect***	\$30,038,307	\$30,038,307
Induced****	\$28,895,756	\$28,895,756
Temporary Construction (Direct and Indirect)	\$8,380,375	\$8,380,375

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

Total Costs to State and Region	\$3,871,013
Mortgage Tax Revenue Forgone	\$172,500
State	\$129,375
County	\$43,125
Local	\$0
Property Tax Revenue Forgone	\$2,787,003
485-B Property Tax Abatement	\$172,081
Above 485-B	\$2,614,922
Sales Tax Revenue Forgone	\$911,510
Construction Materials	\$566,553
Other Items	\$344,958
Total Benefits to State and Region	\$348,732,589
Total State Benefits	\$343,661,764
Income Tax Revenue	\$11,852,024
Direct ^{**}	\$9,650,347
Indirect ^{***}	\$1,111,417
Induced ^{****}	\$780,185
Construction (Direct and Indirect, over 0 years)	\$310,074
Sales Tax Revenue	\$3,675,108
Direct ^{**}	\$2,921,186
Indirect ^{***}	\$336,429
Induced ^{****}	\$323,632
Construction (Direct and Indirect, over 0 years)	\$93,860
Labor Income	\$328,134,632
Total Regional Benefits	\$5,070,825
Property Tax/PILOT Revenue	\$706,635
Sales Tax Revenue	\$4,364,191
Direct ^{**}	\$3,468,909
Indirect ^{***}	\$399,509
Induced ^{****}	\$384,314
Construction (Direct and Indirect, over 0 years)	\$111,459
Benefit to Cost Ratio	348732504.3:1
Overall ROI	90.1:1

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

Total Local Client Incentives	\$3,275,560
Total Anticipated Local Revenue (Property Tax plus Local Sales Tax)	\$5,070,825
Net Local Revenue	\$1,795,265
Benefit to Cost Ratio	1.5:1
Overall ROI	101.7:1

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

Total Property Tax	\$706,635
County Property Tax	\$120,383
Town Property Tax	\$224,291
School District Property Tax	\$361,960

* 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**	511
Indirect***	63
Induced****	84
Construction	
Direct	118
Indirect	43

Table 5: Ratios

Benefit to Cost Ratio	5.3:1
Overall ROI	90.1:1

* Figures over 10 years and discounted by 3.49%

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