



Internal Report: Unifrax I, LLC/Line 7 - Project

Table 1: Basic Information

Project Name	Project
Project Industry	(321) Wood Product Manufacturing
Municipality	Tonawanda Town
School District	Kenmore-Town of Tonawanda
Project Cost	\$33,750,000
Construction Budget	\$10,975,000
Direct Employment Expected	37 (10 created and 27 retained)
Direct Labor Income	\$1,536,843
Direct Construction Jobs	80
Direct Construction Labor Income	\$4,217,963
Total Labor Income	\$5,754,806

Table 2: Estimated State & Regional Benefits*

Region	
New Property Tax Revenue (PILOT or Improvements)	\$447,738
Sales Tax Revenue	\$309,546
State	
Income Tax Revenue	\$793,995
Sales Tax Revenue	\$260,670
TOTAL Estimated Revenue	\$1,811,949

Table 3: Estimated Project Incentives*

Property Tax Savings	\$1,695,825
Sales Tax Savings	\$742,656
Mortgage Tax Savings	\$146,250
TOTAL Estimated Incentives	\$2,584,731



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Table 1: Basic Information

Project Name	Project
Project Applicant	Unifrax I, LLC/Line 7
Project Industry	Wood Product Manufacturing
Municipality	Tonawanda Town
School District	Kenmore-Town of Tonawanda
Type of Transaction	Lease
Project Cost	\$33,750,000
Mortgage Amount	\$14,625,000

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

	State	Region
Total Employment	174	174
Direct**	37 (10 created and 27 retained)	37 (10 created and 27 retained)
Indirect***	12	12
Induced****	15	15
Temporary Construction (Direct and Indirect)	109	109

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

	State Labor Income	Region Labor Income	Average Salary
Total	\$8,460,971	\$8,460,971	\$48,735
Direct**	\$1,536,843	\$1,536,843	\$41,536
Indirect***	\$642,528	\$642,528	\$52,558
Induced****	\$599,672	\$599,672	\$39,715
Temporary Construction (Direct and Indirect)	\$5,681,928	\$5,681,928	\$51,991

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

	State Labor Income	Region Labor Income
Total	\$23,274,113	\$23,274,113
Direct**	\$9,728,682	\$9,728,682
Indirect***	\$4,067,399	\$4,067,399

Induced****	\$3,796,104	\$3,796,104
Temporary Construction (Direct and Indirect)	\$5,681,928	\$5,681,928

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

Total Costs to State and Region	\$2,584,731
Mortgage Tax Revenue Forgone	\$146,250
State	\$109,688
County	\$36,563
Local	\$0
Property Tax Revenue Forgone	\$1,695,825
485-B Property Tax Abatement	\$764,939
Above 485-B	\$930,885
Sales Tax Revenue Forgone	\$742,656
Construction Materials	\$480,156
Other Items	\$262,500
Total Benefits to State and Region	\$25,086,062
Total State Benefits	\$24,328,778
Income Tax Revenue	\$793,995
Direct ^{**}	\$330,775
Indirect ^{***}	\$150,494
Induced ^{****}	\$102,495
Construction (Direct and Indirect, over 0 years)	\$210,231
Sales Tax Revenue	\$260,670
Direct ^{**}	\$108,961
Indirect ^{***}	\$45,555
Induced ^{****}	\$42,516
Construction (Direct and Indirect, over 0 years)	\$63,638
Labor Income	\$23,274,113
Total Regional Benefits	\$757,284
Property Tax/PILOT Revenue	\$447,738
Sales Tax Revenue	\$309,546
Direct ^{**}	\$129,391
Indirect ^{***}	\$54,096
Induced ^{****}	\$50,488
Construction (Direct and Indirect, over 0 years)	\$75,570
Benefit to Cost Ratio	25086052.6:1
Overall ROI	9.7:1

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

Total Local Client Incentives	\$2,102,234
Total Anticipated Local Revenue (Property Tax plus Local Sales Tax)	\$757,284
Net Local Revenue	\$-1,344,951
Benefit to Cost Ratio	0.4:1
Overall ROI	11.4:1

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

Total Property Tax	\$447,738
County Property Tax	\$59,600
Town Property Tax	\$167,204
School District Property Tax	\$220,934

* 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**	37 (10 created and 27 retained)
Indirect***	12
Induced****	15
Construction	
Direct	80
Indirect	29

Table 5: Ratios

Benefit to Cost Ratio	0.7:1
Overall ROI	9.7:1

* Figures over 7 years and discounted by 3.49%

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