

**North American Salt Company**  
**\$7,300,000**  
**INDUCEMENT RESOLUTION**

**HIGHLIGHTS**

- Eligibility: NAICS Section - 21

**COMPANY INCENTIVES**

- Approximately \$ 1,153,000 in real property tax benefits
- Approximately \$205,000 in sales tax benefits



Project Title: North American Salt Company  
 Project Address: 1951 Hamburg Turnpike  
 Lackawanna, New York 14218  
 (Lackawanna City School District)  
 SIC/NAICS: 212391

**Agency Request**

An exemption from sales tax and real property tax in connection with the construction and equipping of two structures for import, packaging and distribution of bulk salt.

New Building Construction	\$4,670,000
Manufacturing Equipment	1,120,000
Non-Manufacturing Equipment	10,000
Soft Costs	1,500,000
 Total Project Cost	 \$7,300,000

**Company Description**

North American Salt Company (“NASC”) provides salt and other minerals to customers throughout the United States. Products include mined rock salt for highway and consumer deicing and high-grade branded and private label mineral products for home and business uses.

NASC is owned by NAMSCO, Inc. which is 100% owned by Compass Minerals International, the largest salt producer in North America and the United Kingdom, and is a world-wide leader in the minerals and specialty fertilizer business.

NASC is headquartered in Overland Park, Kansas.

**Project Description**

The proposed project will consist of a land lease with Gateway Trade Center and the construction and equipping of two structures for import, packaging and distribution of bulk salt from the North American Salt Mine Company mine located in Goderich, Ontario via ship vessel.

Off loaded bulk salt material will be housed in a 20,000 ton storage dome to be constructed on the site. The bulk material will be transferred into a 28,000 sq. ft. adjacent packaging/warehousing/distribution facility.



# North American Salt Company

## Recapture

Pursuant to Section 875 of New York General Municipal Law, the agency may recover or recapture from the company any state sales tax and use tax exemption benefits taken by the company that are in violation of the GML.

In addition, it is the recommendation of the ECIDA's Policy Committee to recapture the local share of sales tax and real property taxes.

At completion of project company must certify i) total investment amount equal to or greater than 85% of amount proposed ii) confirm that company has met 85% of its projected full time employment and iii) confirm adherence to ECIDA local labor hiring policy.

## Project History

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|-----------|---|
| 1/21/2014 | Public Hearing held. Transcript attached.   |
| 1/29/2014 | Resolution presented to Board of Directors authorizing adoption of a Negative Declaration in accordance with SEQRA. |
| 1/29/2014 | Lease/Leaseback Inducement Resolution presented to Board.   |