

Table 2: Cost/Benefit Analysis (Discounted Present Value*)

Total Costs	(\$13,638)
Bond Interest	\$0
Mortgage Tax Revenue Forgone	\$0
State	\$0
County	\$0
Local	\$0
Property Tax Revenue Forgone	\$3,036
Sales Tax Revenue Forgone	\$0
Construction Materials	\$0
Other Items	\$0
Less IDA Fee	(\$16,674)
Total Benefits to State and Region	\$2,299,901
Total State Benefits	\$1,801,164
Income Tax Revenue	\$1,373,545
Direct**	\$718,293
Indirect***	\$323,365
Induced****	\$331,887
Construction (Direct and Indirect, 1 year)	\$0
Mortgage Tax Revenue	\$0
Sales Tax Revenue	\$427,619
Direct**	\$236,614
Indirect***	\$90,542
Induced****	\$100,463
Construction (Direct and Indirect, 1 year)	\$0
Total Regional Benefits	\$498,737
Mortgage Tax Revenue	\$0
Property Tax/PILOT Revenue	\$4,302
Sales Tax Revenue	\$494,435
Direct**	\$273,585
Indirect***	\$104,689
Induced****	\$116,161
Construction (Direct and Indirect, 1 year)	\$0

Table 3: Fiscal Impact (Discounted Present Value*)

Total Client Incentives	(\$13,638)
Total Anticipated Local Revenue (Property Tax plus Local Sales Tax)	\$498,737
Net Local Revenue	\$512,375

Table 4: Permanent New Employment (Annual FTEs)

	State	Region
Total Employment	176	176
Direct**	113	113
Indirect***	25	25
Induced****	38	38
Temporary Construction (Direct and Indirect)	0	0

Table 5: Permanent New Labor Income (Annual) & Average Salary (Annual)

	State Labor Income	Region Labor Income	Average Salary
Total	\$8,168,743	\$8,168,743	\$46,282
Direct**	\$4,520,000	\$4,520,000	\$40,000
Indirect***	\$1,729,611	\$1,729,611	\$68,132
Induced****	\$1,919,132	\$1,919,132	\$50,355
Temporary Construction (Direct and Indirect)	\$0	\$0	\$0

Table 6: Property Tax Revenue (Discounted Present Value*)

Total Property Tax	\$4,302
County Property Tax	\$50
Property Tax on Existing Property	\$0
Property Tax on Improvement to Property	\$50
City/Village Property Tax	\$0
Property Tax on Existing Property	\$0
Property Tax on Improvement to Property	\$0
Town Property Tax	\$412
Property Tax on Existing Property	\$0
Property Tax on Improvement to Property	\$412
School District Property Tax	\$3,840
Property Tax on Existing Property	\$0
Property Tax on Improvement to Property	\$3,840

* Figures over 10 years and discounted by 3.49%

** Direct - The recipient of IDA assistance adds new jobs to the regional economy. 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 payroll stimulates household spending that is new to the regional economy.