# Broome County Industrial Development Agency Incentive Analysis

Project Name/Address:

Dick's Sporting Goods

Project Start Date:

August 2016

Project End Date:

March 2018

The project entails the construction of an initial 650,000 square foot distribution facility within the Broome Corporate Park in Conklin New York. The project will employ 466 employees within 5 years with a total investment of over \$84,000,000. Due to the extreme topography of the site and the high

Project Description:

\$84,000,000. Due to the extreme topography of the site and the high acquisition and site costs associated with the development the Broome County IDA will contribute the land required to construct the facility. DSG will also acquire the parcels at 90 Broome County Corporate Drive and 1314 Conklin

Rd.

**BENEFIT** 

Investment: Public/Private/Equity

**Land Related Costs** 

\$19,792,849.00 \$25,863,038.00

\$19,792,849.00 (\$6,000,000 Public; \$13,792,849 Private)

Building Related Costs Machinery & Equipment Furniture & Fixtures

\$30,000,000.00 \$1,733,226.00

Professional Fees/ Development

\$6,618,367.00

TOTAL INVESTMENT

\$84,007,480.00

\$84,007,480.00

**New Mortgages** 

\$38,000,000.00

Jobs

New

466

(See attached Employment Schedule)

Retained

TOTAL JOBS

466

Annual Payroll

\$13,162,500

(Beginning in Year 5 of Project)

Term # Years

30 years

TOTAL PAYROLL

357,747,570

\$ 357,747,570

PILOT PAYMENTS

\$ 6,955,000

(see Pilot Schedule)

\$ 6,955,000

**TOTAL BENEFIT** 

\$ 448,710,050

#### Cost

#### Pilot Schedule

Terms/Years		Tax*	% Abatement	*	Pilot Payment	Abatement
1-3	\$	1,989,260	100%	\$	-	\$ 1,989,260.00
4-10	\$_	5,128,058	90%	\$	455,000	\$ 4,673,058
11-15	\$	4,123,402	75%	\$	812,500	\$ 3,310,902
16-25	\$	9,578,973	50%	\$	3,250,000	\$ 6,328,973
26-30	\$	5,549,556	25%	\$	2,437,500	\$ 3,112,056
Total	\$	26,369,249		\$	6,955,000	\$ 19,414,249

\* Assume a 2% Tax Increase Per Year

TOTAL ABATEMENT \$19,414,249

SALES TAX ABATEMENT \$ 4,520,000

MORTGAGE RECORDING TAX

AGENCY FEE < \$334,000>

TOTAL COST \$ 23,934,249

NET BENEFIT/COST <u>\$ 424,775,801</u>

Benefit/Cost Ratio 18.75 to 1

Comments/Additional Revenue: The project will provide the taxing authorities with nearly \$7,000,000 in

additional tax revenue over the term of the PILOT, creating 466 jobs with

payrolls in excess of \$13,000,000 per year.

Any Additional Public Benefits:

## **DICKS SPORTING GOODS PROPOSED PILOT**

(Based upon a 650,000 sf building at taxes of \$1.00 sf)

Year	Ex	emption	Tax Payment	Full Taxes @ 2% Increase Per Year
	1	100%	\$0.00	\$650,000.00
	2	100%	\$0.00	\$663,000.00
	3	100%	\$0.00	\$676,260.00
				\$1,989,260.00
	4	90%	\$65,000.00	\$689,785.20
	5	90%	\$65,000.00	\$703,580.90
	6	90%	\$65,000.00	\$717,652.52
	7	90%	\$65,000.00	\$732,005.57
	8	90%	\$65,000.00	\$746,645.68
	9	90%	\$65,000.00	\$761,578.60
	10	90%	\$65,000.00	\$776,810.17
			\$455,000.00	\$5,128,058.65
	11	75%	\$162,500.00	\$792,346.37
	12	75%	\$162,500.00	\$808,193.30
	13	75%	\$162,500.00	\$824,357.17
	14	75%	\$162,500.00	\$840,844.31
	15	75%	\$162,500.00	\$857,661.20
			\$812,500.00	\$4,123,402.35
<b>Totals</b>	Year	rs 1-15	\$1,267,500.00	\$11,240,721.00
	16	50%	\$325,000.00	\$874,814.42
	17	50%	\$325,000.00	\$892,310.71
	18	50%	\$325,000.00	\$910,156.92
	19	50%	\$325,000.00	\$928,360.06
	20	50%	\$325,000.00	\$946,927.26
	21	50%	\$325,000.00	\$965,865.81
	22	50%	\$325,000.00	\$985,183.12
	23	50%	\$325,000.00	\$1,004,886.79
	24	50%	\$325,000.00	\$1,024,984.52
	25	50%	\$325,000.00	\$1,045,484.21
			\$3,250,000.00	\$9,578,973.82
	26	25%	\$487,500.00	\$1,066,393.90
	27	25%	\$487,500.00	\$1,087,721.77
	28	25%	\$487,500.00	\$1,109,476.21
	29	25%	\$487,500.00	\$1,131,665.73
:	30	25%	\$487,500.00	\$1,154,299.05
			\$2,437,500.00	\$5,549,556.66
Total \	<u> ears</u>	16-30	<b>\$5,687,500.00</b>	\$15,128,530.49
<b>Totals</b>			\$6,955,000.00	<u>\$26,369,251.48</u>

## PROJECTED PERMANENT EMPLOYMENT IMPACT

CURRENT EMPLOYMENT FIGURES - YEAR ONE	UNDER \$30,000	\$30,000 — \$50,000	\$50,000 - \$75,000	OVER \$75,000
Number of Full-Time Employees (FTE) earning	0	0	O	0
lumber of Part-Time Employees earning			· ga.agragaga.ac.ac.a	
fotal Payroll For Full-Time Employees	s			
		)		
otal Payroll For Part-Time Employees	тво	TBD	TBO	<b>TBD</b>

<u>Projected</u> Employment Figures - <u>Year one</u>	UNDER \$30,000	\$30,000 — \$50,000	\$50,000 - \$75,000	OYER \$75,000
Number of Full-Time Employees (FTE) earning	123	34	9	4
Number of Part-Time Employees earning	TBD	TBD	TBD	TBD
Total Payrolt For Full-Time Employees	\$ 3,075,000	1,360,000	562,500	330,000
Total Payroli For Full-Time Employees Total Payroli For Part-Time Employees	\$ 3,075,000 TBD	1,360,000 TBD	562,500 TBD	330,000

PROJECTED EMPLOYMENT FIGURES - YEAR TWO	UNDER \$30,000	\$30,000 - \$50,000	\$50,000 - \$75,000	OVER \$75,000	
Number of Full-Time Employees (FTE) earning	178	39	9	4	and advanced
Number of Part-Time Employees earning			V delication of the state of th		
Total Payroli For Full-Time Employees	\$ 4,450,000	1,560,000	562,500	330,000	
Total Payroll For Part-Time Employees	тро	TBD	ТВО	TBD	
Total Payroll For Ali Employees	\$ 4,450,000	1,560,000	562,500	330,000	_

## Projected Employment Figures – Year Three

	Under	\$30,000 -	\$50,000 -	Over \$75,00
	\$30,000	\$50,000	\$75,000	
Number of FT Employees earning	205	42	9	4
Number of PT Employees earning	TBD	TBD	TBD	TBD
Total Payroll for FT Employees	\$5,125,000.00	\$1,680,000.00	\$562,500.00	\$330,000.00
Total Payroll for PT Employees	TBD	TBD	TBD	TBD
Total Payroll for All Employees	\$5,125,000.00	\$1,680,000.00	\$562,500.00	\$330,000.00

#### Projected Employment Figures – Year Four

	Under \$30,000	\$30,000 - \$50,000	\$50,000 - \$75,000	Over \$75,00
Number of FT Employees earning	241	46	9	4
Number of PT Employees earning	TBD	TBD	TBD	TBD
Total Payroll for FT Employees	\$ 6,025,000.00	\$ 1,840,000.00	\$ 562,500.00	\$ 330,000.00
Total Payroll for PT Employees	TBD	TBD	TBD	TBD
Total Payroll for All Employees	\$ 6,025,000.00	\$ 1,840,000.00	\$ 562,500.00	\$ 330,000.00

## Projected Employment Figures – Year Five

	Under \$30,000	\$30,000 - \$50,000	\$50,000 - \$75,000	Over \$75,00
Number of FT Employees earning	390	63	9	4
Number of PT Employees earning	TBD	TBD	TBD	TBD
Total Payroll for FT Employees	\$ 9,750,000.00	\$ 2,520,000.00	\$ 562,500.00	\$ 330,000.00
Total Payroll for PT Employees	TBD	TBD	TBD	TBD
Total Payroll for All Employees	\$ 9,750,000.00	\$ 2,520,000.00	\$ 562,500.00	\$ 330,000.00