

**BROOME COUNTY INDUSTRIAL DEVELOPMENT AGENCY
PROJECT REVIEW FORM**

| | | | |
|--|--|---|---|
| Company: Buckingham Mfg.Co. Inc. | | IDA Meeting Date: 9/19/18 | |
| Representative: Steve Guth | | IDA Public Hearing Date: TBD | |
| Type of Business: Manufacturing Project Start Date: 10/01/2018 Project End Date: TBD | | Company Address: 1-11 Travis Ave Binghamton, NY 13904 | |
| Employment: <small>Full-Time Equivalent</small> Existing <u>316</u> 1st year <u>10</u> 2nd year <u>10</u> 3rd year <u>10</u> | Total Yearly Payroll 1st Year \$ 485,000.00 2nd Year \$ 970,000.00 3rd Year \$ 1,455,000.00 Total: \$ 1,455,000.00 | Own / Lease: Own | SF / Acreage: 22,800 sqft |
| Construction Jobs: 8 | | Proposed Project Location: 72 Grosset Dr. Kirkwood, NY 13795 | |
| Company Contact For Bid Documents & Employment Opportunities: Deforest Canfield (607) 773-2400/sguth@buckinghammfg.com | | Description: *See Attached | |
| PROJECT BUDGET | | ASSESSMENT | |
| Land Related Costs | | Current Assessment | \$ 500,000.00 |
| Building Related Costs | \$ 960,000.00 | Asmt. At Completion (Est.) | \$ 725,000.00 |
| M & E Costs | \$ 200,000.00 | EXEMPTION (Est.) | |
| F F & E Costs | \$ 150,000.00 | Sales Tax @ 8% | \$ 33,600.00 |
| Professional Services/Development Cost | \$ 30,000.00 | Mortgage Tax | \$ 0.00 |
| Total Other Costs | \$ 30,000.00 | Property Tax Payments | *See Attached |
| Working Capital Costs | | | |
| Closing Costs | | | |
| Agency Fee | \$ 13,700.00 | TOT. PROP. TAX.SVGS: | \$ 302,010.00 |
| TOTAL: | \$ 1,383,700.00 | TOTAL EXEMPTIONS: | \$ 335,610.00 |
| Project Type (Check all that apply) <input checked="" type="checkbox"/> Manufacturing, Warehousing, Distribution <input type="checkbox"/> Agricultural, Food Processing <input type="checkbox"/> Adaptive Reuse, Community Development <input type="checkbox"/> Housing Development <input type="checkbox"/> Retail* <input type="checkbox"/> Back Office, Data, Call Centers <small>*Uniform Tax Policy does not typically provide tax exemptions for Retail Projects</small> | | Project Criteria Met (Check all that apply) <input checked="" type="checkbox"/> Project will create and /or retain permanent jobs <input checked="" type="checkbox"/> Project will be completed in a timely fashion <input checked="" type="checkbox"/> Project will create new revenue to local taxing jurisdictions <input checked="" type="checkbox"/> Project benefits outweigh costs <input checked="" type="checkbox"/> Other public benefits <small>*New York State Required Criteria</small> | |
| Pilot Type <input type="checkbox"/> Standard _____ year <input type="checkbox"/> <input checked="" type="checkbox"/> Deviated <u>20</u> year | | | |
| Staff Comments: Buckingham is a local, homegrown company that has been in existence for over 100 years and all of its employees for the company are located in the Binghamton area. This project will involve the purchase and renovation of a building in Kirkwood that has sat vacant for several years. Buckingham will grow and expand its operations. | | | |

BUCKINGHAM MANUFACTURING CO.
PILOT SCHEDULE

Current Assessment :\$500,000

Current Tax Rate:

| | |
|--------------|------------------|
| Town | 1.451901 |
| County | 9.72694 |
| School | 28.448716 |
| Total | 39.627557 |

| New Assessment/Prop Taxes | Annual Abatement | Levy Assessment | Property Taxes |
|---------------------------|-----------------------|-----------------|----------------------|
| \$ 725,000.00 | \$ 28,730.00 60% | \$ 290,000.00 | \$ 11,491.99 |
| \$ 725,000.00 | \$ 29,304.60 60% | \$ 290,000.00 | \$ 11,721.83 |
| \$ 725,000.00 | \$ 29,890.69 60% | \$ 290,000.00 | \$ 11,956.27 |
| \$ 725,000.00 | \$ 30,488.51 60% | \$ 290,000.00 | \$ 12,195.39 |
| \$ 725,000.00 | \$ 31,098.28 60% | \$ 290,000.00 | \$ 12,439.30 |
| \$ 725,000.00 | \$ 31,720.24 45% | \$ 398,000.00 | \$ 15,772.00 |
| \$ 725,000.00 | \$ 32,354.65 45% | \$ 398,000.00 | \$ 16,087.44 |
| \$ 725,000.00 | \$ 33,001.74 45% | \$ 398,000.00 | \$ 16,409.19 |
| \$ 725,000.00 | \$ 33,661.77 45% | \$ 398,000.00 | \$ 16,737.37 |
| \$ 725,000.00 | \$ 34,335.01 45% | \$ 398,000.00 | \$ 17,072.12 |
| \$ 725,000.00 | \$ 35,021.71 30% | \$ 507,500.00 | \$ 20,111.00 |
| \$ 725,000.00 | \$ 35,722.14 30% | \$ 507,500.00 | \$ 20,513.22 |
| \$ 725,000.00 | \$ 36,436.59 30% | \$ 507,500.00 | \$ 20,923.48 |
| \$ 725,000.00 | \$ 37,165.32 30% | \$ 507,500.00 | \$ 21,341.95 |
| \$ 725,000.00 | \$ 37,908.62 30% | \$ 507,500.00 | \$ 21,768.79 |
| \$ 725,000.00 | \$ 38,666.80 0% | \$ 725,000.00 | \$ 28,730.00 |
| \$ 725,000.00 | \$ 39,440.13 0% | \$ 725,000.00 | \$ 29,304.60 |
| \$ 725,000.00 | \$ 40,228.94 0% | \$ 725,000.00 | \$ 29,890.69 |
| \$ 725,000.00 | \$ 41,033.51 0% | \$ 725,000.00 | \$ 30,488.51 |
| \$ 725,000.00 | \$ 41,854.18 0% | \$ 725,000.00 | \$ 31,098.28 |
| Totals | \$ 698,063.43 | | \$ 396,053.43 |

Assumes 2% Increase in Property Taxes Per Year of PILOT

Project Description:

Acquisition of new manufacturing space located in Kirkwood N.Y., and complete renovation of the facility to make ready for manufacturing. This will allow relocation of two departments to align production flow and to increase workforce allowing us to produce more product more cost effectively. This will enable us to meet customer demands and obtain greater market share.

Buckingham Mfg. Co. Inc has been in operation in Binghamton N.Y. since 1896 and is a vital employer to the surrounding area. Buckingham sells world-wide and has competitors located in the US and in international markets. The requirements to provide the highest quality safety products at a competitive cost and meet the delivery demands of our customers, create the need for subcontracting work out of state or expansion in the local area.

Expansion would allow Buckingham to organize two departments together efficiently in one larger space, hire more employees, reduce lead times and be more cost effective. This would enable us to compete more effectively in the global market place. To achieve this goal, we are requesting help from Empire State Development in the acquisition of a new facility for expansion. The project would create 3 full time construction positions for 6 months, and 30 new manufacturing long-term jobs over a 3-year period. It would also maintain 48 current positions.

The alternative to expansion would be to subcontract work out to a manufacturing firm located in North Carolina which is currently being evaluated to reduce our work force by 48 current positions.