

Broome County Industrial Development Agency

MRB Cost Benefit Calculator

Date: July 11, 2023
 Project Title: Crowley Factory Lofts, LLC
 Project Location: 135 & 149 Conklin Ave., Binghamton, NY 13903



Economic Impacts

Summary of Economic Impacts over the Life of the PILOT

Project Total Investment

\$11,002,610

Temporary (Construction)

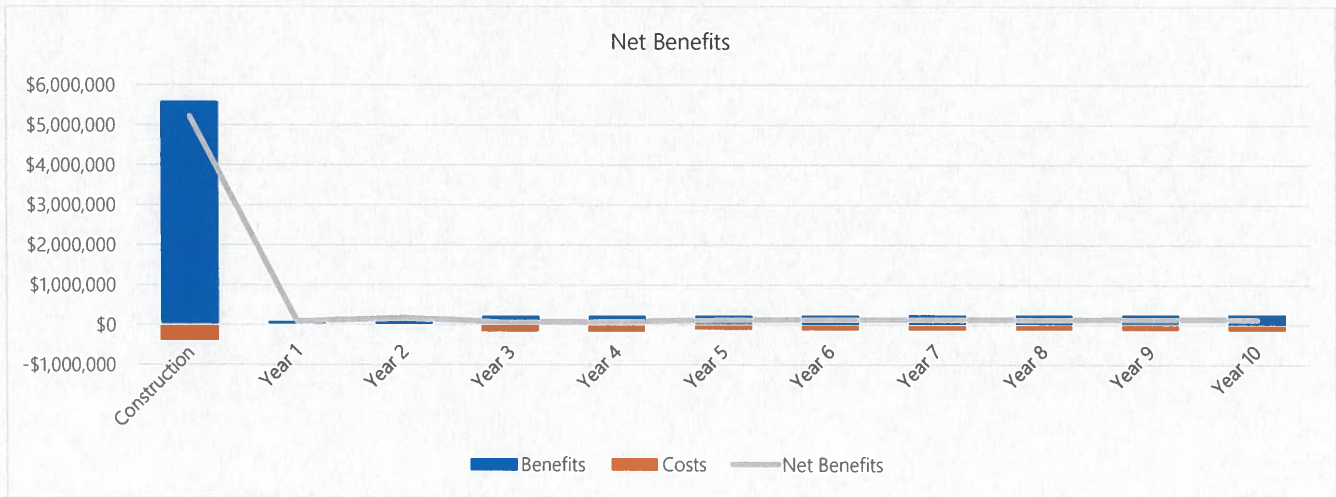
| | Direct | Indirect | Total |
|-------------|-------------|-------------|--------------|
| Jobs | 68 | 23 | 92 |
| Earnings | \$4,076,219 | \$1,205,040 | \$5,281,259 |
| Local Spend | \$9,737,310 | \$3,822,067 | \$13,559,377 |

Ongoing (Operations)

Aggregate over life of the PILOT

| | Direct | Indirect | Total |
|----------|-------------|-------------|-------------|
| Jobs | 5 | 2 | 7 |
| Earnings | \$3,205,469 | \$2,297,737 | \$5,503,206 |

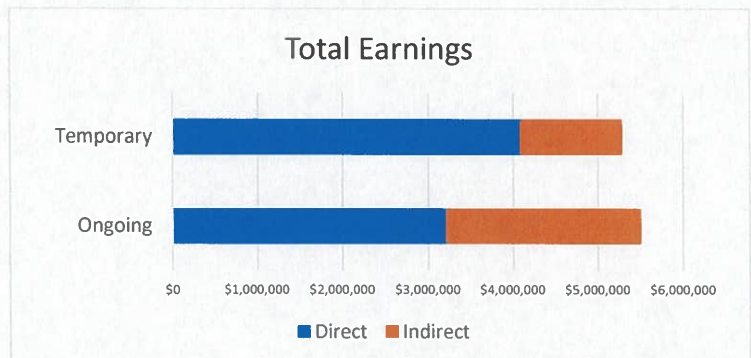
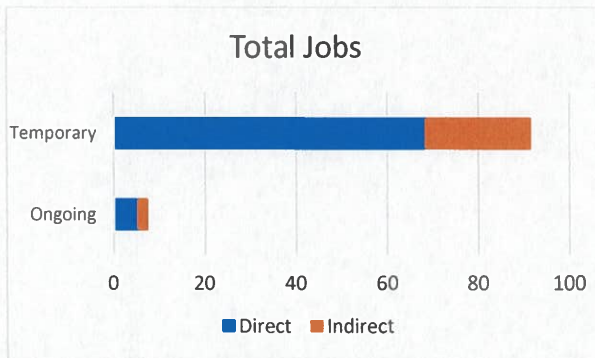
Figure 1



Net Benefits chart will always display construction through year 10, irrespective of the length of the PILOT.

Figure 2

Figure 3



Fiscal Impacts



Cost-Benefit Analysis Tool powered by MRB Group

Estimated Costs of Exemptions

| | Nominal Value | Discounted Value* |
|--|--------------------|--------------------|
| Property Tax Exemption | \$2,046,281 | \$1,666,055 |
| Sales Tax Exemption | \$301,114 | \$301,114 |
| Local Sales Tax Exemption | \$150,557 | \$150,557 |
| State Sales Tax Exemption | \$150,557 | \$150,557 |
| Mortgage Recording Tax Exemption | \$67,424 | \$67,424 |
| Local Mortgage Recording Tax Exemption | \$67,424 | \$67,424 |
| State Mortgage Recording Tax Exemption | \$0 | \$0 |
| Total Costs | \$2,414,819 | \$2,034,593 |

State and Local Benefits

| | Nominal Value | Discounted Value* |
|---|---------------------|---------------------|
| Local Benefits | \$13,170,924 | \$11,369,208 |
| To Private Individuals | \$10,784,465 | \$9,597,310 |
| Temporary Payroll | \$5,281,259 | \$5,281,259 |
| Ongoing Payroll | \$5,503,206 | \$4,316,052 |
| Other Payments to Private Individuals | \$0 | \$0 |
| To the Public | \$2,386,459 | \$1,771,898 |
| Increase in Property Tax Revenue | \$2,310,968 | \$1,704,717 |
| Temporary Jobs - Sales Tax Revenue | \$36,969 | \$36,969 |
| Ongoing Jobs - Sales Tax Revenue | \$38,522 | \$30,212 |
| Other Local Municipal Revenue | \$0 | \$0 |
| State Benefits | \$560,792 | \$499,060 |
| To the Public | \$560,792 | \$499,060 |
| Temporary Income Tax Revenue | \$237,657 | \$237,657 |
| Ongoing Income Tax Revenue | \$247,644 | \$194,222 |
| Temporary Jobs - Sales Tax Revenue | \$36,969 | \$36,969 |
| Ongoing Jobs - Sales Tax Revenue | \$38,522 | \$30,212 |
| Total Benefits to State & Region | \$13,731,716 | \$11,868,269 |

Benefit to Cost Ratio

| | Benefit* | Cost* | Ratio |
|--------------------|---------------------|--------------------|------------|
| Local | \$11,369,208 | \$1,884,036 | 6:1 |
| State | \$499,060 | \$150,557 | 3:1 |
| Grand Total | \$11,868,269 | \$2,034,593 | 6:1 |

*Discounted at 2%

Additional Comments from IDA

Does the IDA believe that the project can be accomplished in a timely fashion? Yes

Crowley Factory Lofts - 20 Year Housing PILOT Schedule

| PILOT Year | Operating Year | | Full Taxes W/O PILOT | | School | | County | | City | | Abatement Amount | | PILOT Payment | | School | | County | | City | | Benefit | |
|--------------|----------------|------|----------------------|---------------------|-------------------|---------------------|---------------------|--------|------|---------------------|---------------------|-------------------|---------------------|---------------------|--------|----|--------|----|------|----|---------|----|
| | Year | Year | \$ | \$ | \$ | \$ | \$ | \$ | \$ | \$ | \$ | \$ | \$ | \$ | \$ | \$ | \$ | \$ | \$ | \$ | \$ | \$ |
| 1 | Construction | 1 | 44,079.64 | 20,902.71 | 4,291.59 | 18,885.34 | 18,885.34 | Frozen | 75% | \$53,903 | \$20,902.71 | \$4,291.59 | \$18,885.34 | \$0 | | | | | | | | |
| 2 | Construction | 2 | 44,079.64 | 20,902.71 | 4,291.59 | 18,885.34 | 18,885.34 | Frozen | 70% | \$65,978 | \$20,902.71 | \$4,291.59 | \$18,885.34 | \$0 | | | | | | | | |
| 3 | | 3 | \$215,614 | \$102,245 | \$20,992 | \$92,377 | \$92,377 | | | \$25,561 | \$25,561 | \$5,248 | \$23,094 | \$161,710 | | | | | | | | |
| 4 | | 4 | \$219,926 | \$104,290 | \$21,412 | \$94,224 | \$94,224 | | | \$31,287 | \$31,287 | \$6,424 | \$28,267 | \$153,948 | | | | | | | | |
| 5 | | 5 | \$224,324 | \$106,375 | \$21,840 | \$96,109 | \$96,109 | | | \$53,188 | \$53,188 | \$10,920 | \$48,054 | \$112,162 | | | | | | | | |
| 6 | | 6 | \$228,811 | \$108,503 | \$22,277 | \$98,031 | \$98,031 | | | \$54,251 | \$54,251 | \$11,138 | \$49,016 | \$114,405 | | | | | | | | |
| 7 | | 7 | \$233,387 | \$110,673 | \$22,723 | \$99,992 | \$99,992 | | | \$55,336 | \$55,336 | \$11,361 | \$49,996 | \$116,694 | | | | | | | | |
| 8 | | 8 | \$238,055 | \$112,886 | \$23,177 | \$101,991 | \$101,991 | | | \$56,443 | \$56,443 | \$11,588 | \$50,996 | \$119,027 | | | | | | | | |
| 9 | | 9 | \$242,816 | \$115,144 | \$23,641 | \$104,031 | \$104,031 | | | \$57,572 | \$57,572 | \$11,820 | \$52,016 | \$121,408 | | | | | | | | |
| 10 | | 10 | \$247,672 | \$117,447 | \$24,113 | \$106,112 | \$106,112 | | | \$58,723 | \$58,723 | \$12,057 | \$53,056 | \$123,836 | | | | | | | | |
| 11 | | 11 | \$252,626 | \$119,796 | \$24,596 | \$108,234 | \$108,234 | | | \$59,898 | \$59,898 | \$12,298 | \$54,117 | \$126,313 | | | | | | | | |
| 12 | | 12 | \$257,678 | \$122,192 | \$25,088 | \$110,399 | \$110,399 | | | \$61,096 | \$61,096 | \$12,544 | \$55,199 | \$128,839 | | | | | | | | |
| 13 | | 13 | \$262,832 | \$124,636 | \$25,589 | \$112,607 | \$112,607 | | | \$62,318 | \$62,318 | \$12,795 | \$56,303 | \$131,416 | | | | | | | | |
| 14 | | 14 | \$268,088 | \$127,128 | \$26,101 | \$114,859 | \$114,859 | | | \$69,921 | \$69,921 | \$14,356 | \$63,172 | \$120,640 | | | | | | | | |
| 15 | | 15 | \$273,450 | \$129,671 | \$26,623 | \$117,156 | \$117,156 | | | \$77,803 | \$77,803 | \$15,974 | \$70,294 | \$109,380 | | | | | | | | |
| 16 | | 16 | \$278,919 | \$132,264 | \$27,156 | \$119,499 | \$119,499 | | | \$85,972 | \$85,972 | \$17,651 | \$77,675 | \$97,622 | | | | | | | | |
| 17 | | 17 | \$284,498 | \$134,910 | \$27,699 | \$121,889 | \$121,889 | | | \$94,437 | \$94,437 | \$19,389 | \$85,322 | \$85,349 | | | | | | | | |
| 18 | | 18 | \$290,187 | \$137,608 | \$28,253 | \$124,327 | \$124,327 | | | \$103,206 | \$103,206 | \$21,189 | \$93,245 | \$72,547 | | | | | | | | |
| 19 | | 19 | \$295,991 | \$140,360 | \$28,818 | \$126,814 | \$126,814 | | | \$112,288 | \$112,288 | \$23,054 | \$101,451 | \$59,198 | | | | | | | | |
| 20 | | 20 | \$301,911 | \$143,167 | \$29,394 | \$129,350 | \$129,350 | | | \$121,692 | \$121,692 | \$24,985 | \$109,947 | \$45,287 | | | | | | | | |
| 21 | | 21 | \$307,949 | \$146,031 | \$29,982 | \$131,937 | \$131,937 | | | \$131,427 | \$131,427 | \$26,984 | \$118,743 | \$30,795 | | | | | | | | |
| 22 | | 22 | \$314,108 | \$148,951 | \$30,582 | \$134,576 | \$134,576 | | | \$141,504 | \$141,504 | \$29,052 | \$127,847 | \$15,705 | | | | | | | | |
| Total | | | \$ 5,327,002 | \$ 2,526,081 | \$ 518,636 | \$ 2,282,284 | \$ 2,282,284 | | | \$ 3,280,720 | \$ 1,555,728 | \$ 319,410 | \$ 1,405,582 | \$ 2,046,281 | | | | | | | | |

*2% Escalator added Each Year

| | | | | |
|-------------------------------|------------------|------------------|-----------------------------|--------------------|
| Binghamton City School County | 45.048939 | \$ 102,245 | FMV Upon Completion | \$3,602,595 |
| City of Binghamton | 9.24911 | \$ 20,992 | ER | 63.00% |
| Annual Tax Payment | 40.701173 | \$ 92,377 | Equalized Assessment | \$2,269,635 |

| | | | | |
|-------------------------------|------------------|---------------------|-----------------------------|------------------|
| Current Assessment | | | | |
| Binghamton City School County | 45.048939 | \$ 20,902.71 | Current FMV | \$736,508 |
| City of Binghamton | 9.24911 | \$ 4,291.59 | ER | 63.00% |
| Current Tax Payment | 40.701173 | \$ 18,885.34 | Equalized Assessment | \$464,000 |

**Special Districts are not included in this PILOT, i.e., Fire, Ambulance, Library, Highway and Parks. Please note you will still receive a bill for those taxes