

Town of Amherst Industrial Development Agency

MRB Cost Benefit Calculator

Date: April 1, 2022
 Project Title: Sutton Place Affordable Housing
 Project Location: 113 Travers Boulevard



Economic Impacts

Summary of Economic Impacts over the Life of the PILOT

Project Total Investment

\$23,457,084

Temporary (Construction)

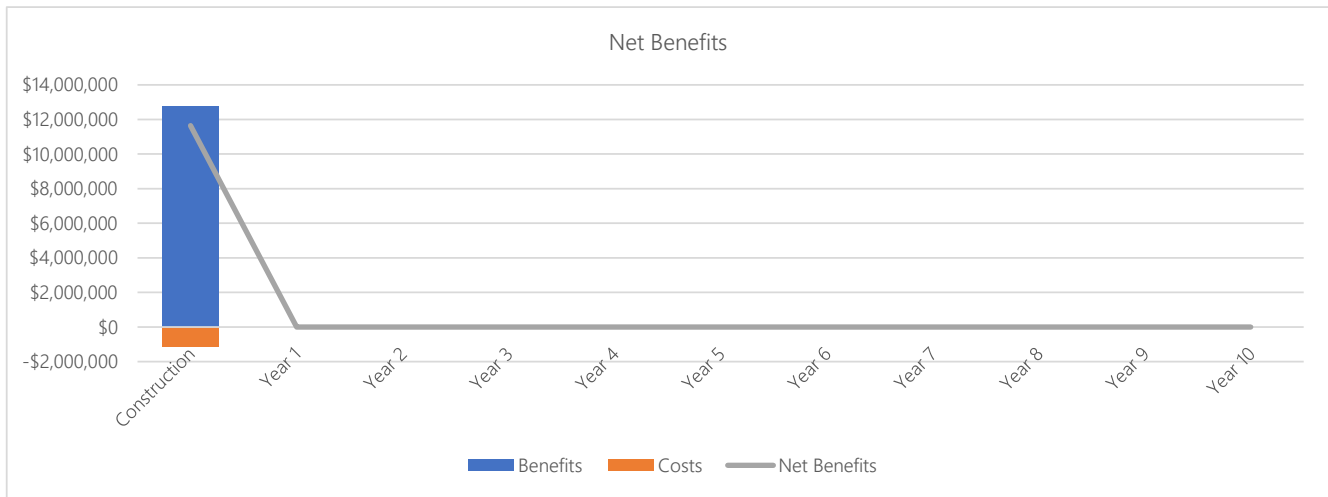
| | Direct | Indirect | Total |
|-------------|--------------|--------------|--------------|
| Jobs | 82 | 75 | 157 |
| Earnings | \$7,760,293 | \$4,281,781 | \$12,042,075 |
| Local Spend | \$18,765,667 | \$13,286,023 | \$32,051,690 |

Ongoing (Operations)

Aggregate over life of the PILOT

| | Direct | Indirect | Total |
|----------|-----------|-----------|-------------|
| Jobs | 0 | 0 | 0 |
| Earnings | \$750,000 | \$576,086 | \$1,326,086 |

Figure 1



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

Figure 2

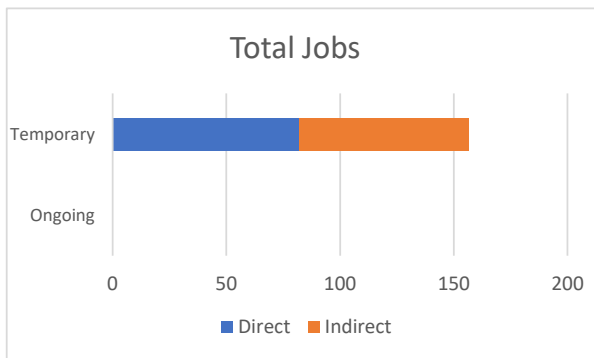
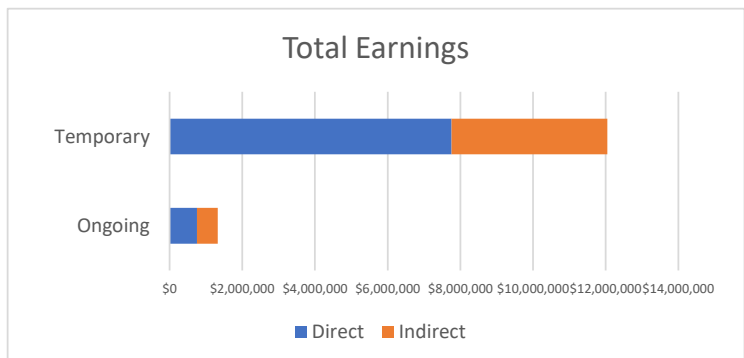


Figure 3



Ongoing earnings are all earnings over the life of the PILOT.

Fiscal Impacts



Cost-Benefit Analysis Tool powered by MRB Group

Estimated Costs of Exemptions

| | Nominal Value | Discounted Value* |
|--|--------------------|--------------------|
| Property Tax Exemption | \$0 | \$0 |
| Sales Tax Exemption | \$787,500 | \$787,500 |
| Local Sales Tax Exemption | \$427,500 | \$427,500 |
| State Sales Tax Exemption | \$360,000 | \$360,000 |
| Mortgage Recording Tax Exemption | \$337,500 | \$337,500 |
| Local Mortgage Recording Tax Exemption | \$112,500 | \$112,500 |
| State Mortgage Recording Tax Exemption | \$225,000 | \$225,000 |
| Total Costs | \$1,125,000 | \$1,125,000 |

State and Local Benefits

| | Nominal Value | Discounted Value* |
|---|---------------------|---------------------|
| Local Benefits | \$13,481,678 | \$13,435,297 |
| To Private Individuals | \$13,368,161 | \$13,322,299 |
| Temporary Payroll | \$12,042,075 | \$12,042,075 |
| Ongoing Payroll | \$1,326,086 | \$1,280,224 |
| Other Payments to Private Individuals | \$0 | \$0 |
| To the Public | \$113,517 | \$112,998 |
| Increase in Property Tax Revenue | \$0 | \$0 |
| Temporary Jobs - Sales Tax Revenue | \$100,100 | \$100,100 |
| Ongoing Jobs - Sales Tax Revenue | \$13,417 | \$12,898 |
| Other Local Municipal Revenue | \$0 | \$0 |
| State Benefits | \$697,161 | \$694,660 |
| To the Public | \$697,161 | \$694,660 |
| Temporary Income Tax Revenue | \$541,893 | \$541,893 |
| Ongoing Income Tax Revenue | \$59,674 | \$57,610 |
| Temporary Jobs - Sales Tax Revenue | \$84,295 | \$84,295 |
| Ongoing Jobs - Sales Tax Revenue | \$11,299 | \$10,862 |
| Total Benefits to State & Region | \$14,178,839 | \$14,129,956 |

Benefit to Cost Ratio

| | Benefit* | Cost* | Ratio |
|--------------------|---------------------|--------------------|-------------|
| Local | \$13,435,297 | \$540,000 | 25:1 |
| State | \$694,660 | \$585,000 | 1:1 |
| Grand Total | \$14,129,956 | \$1,125,000 | 13:1 |

*Discounted at 2%

Additional Comments from IDA

The Town negotiated a PILOT agreement directly with the developer that included a community benefits agreement.

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