

PREPARED FOR:

Town of Hempstead Industrial Development Agency
350 Front Street, Room 234-A
Hempstead, NY 11550

Economic and Fiscal Impact

615 MERRICK OWNER LLC.

Town of Hempstead
Industrial Development Agency

NOVEMBER 11, 2021

PREPARED BY:



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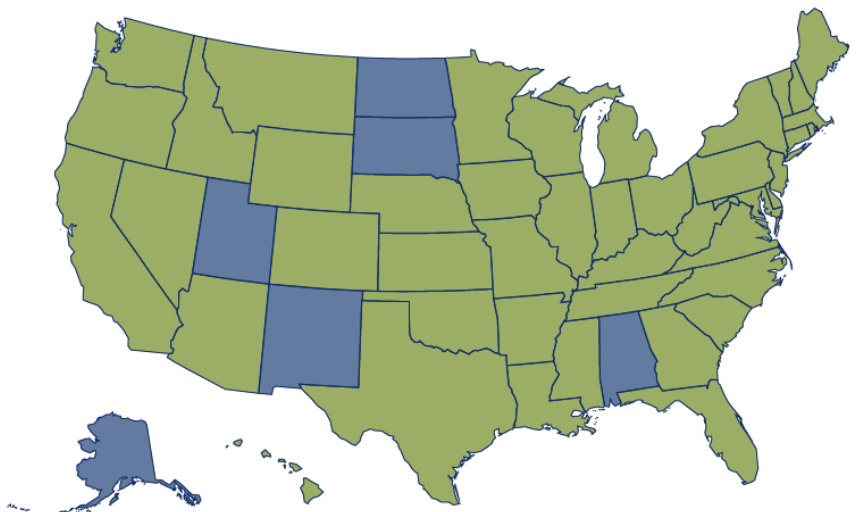
ABOUT CAMOIN ASSOCIATES

Camoin Associates has provided economic development consulting services to municipalities, economic development agencies, and private enterprises since 1999. Through the services offered, Camoin Associates has had the opportunity to serve EDOs and local and state governments from Maine to California; corporations and organizations that include Lowes Home Improvement, FedEx, Amazon, Volvo (Nova Bus) and the New York Islanders; as well as private developers proposing projects in excess of \$6 billion. Our reputation for detailed, place-specific, and accurate analysis has led to projects in 44 states and garnered attention from national media outlets including Marketplace (NPR), Crain's New York Business, Forbes magazine, The New York Times, and The Wall Street Journal. Additionally, our marketing strategies have helped our clients gain both national and local media coverage for their projects in order to build public support and leverage additional funding. We are based in Saratoga Springs, NY, with regional offices in Portland, ME; Boston, MA; Richmond, VA and Brattleboro, VT. To learn more about our experience and projects in all of our service lines, please visit our website at www.camoinassociates.com. You can also find us on Twitter [@camoinassociate](https://twitter.com/camoinassociate) and on [Facebook](https://www.facebook.com/camoinassociate).

THE PROJECT TEAM

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ABOUT THE STUDY

Camoin Associates was retained by the Town of Hempstead Industrial Development Agency to measure the potential economic and fiscal impacts of a project proposed by 615 Merrick Owner LLC. The proposed project involves the renovation of an existing approximately 78,909 square foot office building at 615 Merrick Avenue, Westbury, Town of Hempstead, Nassau County, New York. The goal of this analysis is to provide a complete assessment of the total economic, employment, and tax impact of the project on the Town of Hempstead that result from the renovation of the facility and on-site operations.

The primary tool used in this analysis is the input-output model developed by Economic Modeling Specialists Intl. (Emsi). Primary data used in this study was obtained from the developer's application for financial assistance to the Town of Hempstead Industrial Development Agency and included the following data points: renovation spending, on-site jobs, exemptions, and PILOT schedule.

The economic impacts are presented in four categories: direct impact, indirect impact, induced impact, and total impact. The indirect and induced impacts are commonly referred to as the "multiplier effect." Note that previous impact reports commissioned by the Town of Hempstead Industrial Development Agency were presented in only three categories: direct impact, indirect impact, and total impact. Prior to 2020, Camoin Associates included both the indirect and induced impacts in the "indirect impact" category. Beginning in 2020, the indirect and induced impacts will be reported separately to allow for more accurate interpretation of results.

STUDY INFORMATION

Data Source:
615 Merrick Owner, LLC
Application for Assistance and the
Town of Hempstead Industrial
Development Agency

Geography:
Town of Hempstead

Study Period:
2021

Modeling Tool:
Emsi

DIRECT IMPACTS

This initial round of impacts is generated as a result of spending on renovation and operations.

INDIRECT IMPACTS

The direct impacts have ripple effects through business to business spending. This spending results from the increase in demand for goods and services in industry sectors that supply both the facility.

INDUCED IMPACTS

Impacts that result from spending by facility employees, employees of town businesses, and employees of suppliers. Earnings of these employees enter the economy as employees spend their paychecks in the town on food, clothing, and other goods and services.

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EXECUTIVE SUMMARY

The Town of Hempstead Industrial Development Agency (the "Agency") received an application for financial assistance from 615 Merrick Owner LLC (the "Applicant") for the renovation of an existing approximately 78,909 square foot office building (the "Project") at 615 Merrick Avenue, Westbury, Town of Hempstead, Nassau County, New York (the "Site"). While the future tenant is yet to be determined, the site requires extensive renovations to transform it into modern, Class-A office space. The Applicant is seeking a 13-year PILOT agreement from the Agency. The Agency commissioned Camoin Associates to conduct an economic and limited fiscal impact analysis of the Project on the Town of Hempstead (the "Town").

The following is a summary of our findings from this study, with details below and in the following sections.

Table 1

Summary of Benefits

Total Jobs	98
Direct Jobs	65
Total Earnings	\$ 10,439,010
Direct Earnings	\$ 8,099,330
Annual Sales Tax Revenue to County	\$ 66,549
Annual Sales Tax Revenue to Town	\$ 5,872
Average Annual PILOT Payment	\$ 572,603
Average Annual PILOT Payment to Town	\$ 94,764
Average Annual Net Benefit to Town	\$ 3,413

- ◆ The Project supports 60 net new jobs in the town, with over \$6.3 million in associated earnings. These figures include net new jobs resulting from both on-site direct jobs and indirect/induced activity.
- ◆ The Applicant has negotiated terms of a proposed 13-year PILOT agreement with the Agency, where the applicant would pay an average of \$566,988 each year, of which nearly \$94,000 will be allocated to the Town.
- ◆ On an annual basis, the Project will support an estimated \$40,296 new sales tax revenue in Nassau County, of which \$3,556 will be allocated to the Town.
- ◆ **The annual net benefit to the Town will be \$3,413.** In this case, this is the sum of the average annual PILOT cost to the Town and projected new sales tax revenue to the Town.

- ◆ Through negotiations with the Agency the Applicant could have access to a sales tax exemption valued at up to \$215,625 and a mortgage recording tax exemption valued at up to \$60,000. However, if we assume that the Project would not occur absent IDA benefits, this is not actually a "cost" to the state and county since no future revenue stream would exist without the exemptions.

Table 2

Summary of Costs to Affected Jurisdictions

	State and County	
Sales Tax Exemption	\$	215,625
Mortgage Tax Exemption	\$	60,000

Source: Applicant, Camoin Associates

ECONOMIC IMPACT ANALYSIS

The estimates of direct economic activity generated by facility operation and renovation spending as provided by the Applicant were used as the direct inputs for the economic impact model. Camoin Associates uses the input-output model designed by Economic Modeling Specialists, International (Emsi) to calculate total economic impacts. Emsi allows the analyst to input the amount of new direct economic activity (spending or jobs) occurring within the town and uses the direct inputs to estimate the spillover effects that the net new spending or jobs have as these new dollars circulate through the Town of Hempstead's economy. This is captured in the indirect and induced impacts and is commonly referred to as the "multiplier effect." See Attachment A for more information on economic impact analysis.

The Project would have economic impacts upon the Town of Hempstead as a result of Project operation, new permanent jobs, and renovation spending.

RENOVATION PHASE IMPACTS

The Applicant anticipates that private sector investment in the renovation of the Project would cost approximately \$4.25 million¹, of which 70%² would be sourced from within the town. This means that there will be nearly \$3.0 million in net new spending in the town associated with the renovation phase of the Project.

Table 3

Renovation Phase Spending	
Total Renovation Cost	\$ 4,250,000
Percent Sourced from Town	70%
Net New Renovation Spending	\$ 2,975,000

Source: Applicant, Emsi, Camoin Associates

Based on nearly \$3.0 million worth of net new direct spending associated with the renovation phase of the Project, we determined that there would be nearly \$3.8 million in total one-time renovation related spending supporting 15 jobs and an associated over \$1.5 million in earnings over the renovation period throughout the town. Table 4 outlines the economic impacts of renovation.

Table 4

Economic Impact - Renovation Phase			
	<u>Jobs</u>	<u>Earnings</u>	<u>Sales</u>
Direct	11	\$ 1,246,280	\$ 2,975,000
Indirect	2	\$ 138,628	\$ 438,108
Induced	2	\$ 149,302	\$ 371,671
Total	15	\$ 1,534,210	\$ 3,784,779

Source: Emsi, Camoin Associates

¹ Includes project costs and provided by the Applicant in Part IV of the application, excluding acquisition, legal fees, and financial charges.

² According to Emsi, approximately 70% of demand by the construction industry is met within the town.

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IMPACTS OF ON-SITE EMPLOYMENT

The Applicant conservatively estimates that 65 jobs will be on-site within two years following Project completion. This is an estimated figure since the future tenant of the space has yet to be determined. The table below details the impact that these 65 jobs will have on the Town of Hempstead (Table 5).

Table 5

Total Annual Economic Impact			
	<u>Jobs</u>	<u>Earnings</u>	<u>Sales</u>
Direct	65	\$ 8,099,330	\$ 14,632,316
Indirect	20	\$ 1,431,379	\$ 3,637,328
Induced	13	\$ 908,301	\$ 2,297,406
Total	98	\$ 10,439,010	\$ 20,567,050

Source: Emsi, Camoin Associates

FISCAL IMPACT ANALYSIS

In addition to the economic impact of the Project on the local economies (outlined above), there would also be a fiscal impact in terms of annual property tax and sales tax generation. The following section of the analysis outlines the impact of the completion of the Project on the local taxing jurisdictions in terms of the cost and/or benefit to municipal budgets.

PAYMENT IN LIEU OF TAXES (PILOT)

The Applicant has applied to the Agency for a Payment In Lieu of Taxes (PILOT) agreement. The Applicant has proposed a 13-year payment schedule based on the current tax rate, taxable value, and assessed value of the Project. Based on the terms of the PILOT as proposed, Camoin Associates calculated the potential impact on the Town of Hempstead.³

Table 6

Tax Payments with PILOT		
<u>Year</u>	<u>PILOT Payments</u>	<u>Town Portion of Payment</u>
1	\$ 520,220	\$ 86,095
2	\$ 520,220	\$ 86,095
3	\$ 520,220	\$ 86,095
4	\$ 540,624	\$ 89,471
5	\$ 548,236	\$ 90,731
6	\$ 559,061	\$ 92,523
7	\$ 570,102	\$ 94,350
8	\$ 581,364	\$ 96,214
9	\$ 592,852	\$ 98,115
10	\$ 604,569	\$ 100,054
11	\$ 616,520	\$ 102,032
12	\$ 628,711	\$ 104,049
13	\$ 641,145	\$ 106,107
Total	\$ 7,443,844	\$ 1,231,929
Average	\$ 572,603	\$ 94,764

Source: Town of Hempstead IDA, Camoin Associates

³ It is assumed that the Town of Hempstead will continue to receive the same portion of the full tax bill that they currently are. The current total taxes are \$520,220 of which the Town receives approximately 17%.

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TAX POLICY COMPARISON

Without financial assistance from the Agency, Camoin Associates assumes the Applicant would not undertake the Project. Based on the current taxes applicable on the Site as provided by the Town of Hempstead IDA and an assumed annual increase to the tax rate of 2.00%⁴ (holding taxable value constant), Table 7 outlines the estimated tax payments made by the building owner without the Project.

Table 7

Tax Payments without Project

<u>Year</u>	<u>Property Tax Payment Without Project*</u>	<u>Town Portion of Payment Without Project</u>
1	\$ 520,220	\$ 86,095
2	\$ 530,624	\$ 87,816
3	\$ 541,237	\$ 89,573
4	\$ 552,062	\$ 91,364
5	\$ 563,103	\$ 93,191
6	\$ 574,365	\$ 95,055
7	\$ 585,852	\$ 96,956
8	\$ 597,569	\$ 98,896
9	\$ 609,521	\$ 100,873
10	\$ 621,711	\$ 102,891
11	\$ 634,145	\$ 104,949
12	\$ 646,828	\$ 107,048
13	\$ 659,765	\$ 109,189
Total	\$ 7,637,002	\$ 1,263,896
Average	\$ 587,462	\$ 97,223

Source: Town of Hempstead IDA, Camoin Associates

*Assumes an average annual increase of 2.00%

⁴ The tax rate is increased by 2.00% annually, the maximum inflation factor that can be reasonably anticipated into the future. New York State property tax cap legislation limits tax levy growth to an inflation factor set by the State or 2.00%, whichever is less, the amount by which a government entity may increase its annual tax levy (certain exceptions apply). Although in recent years the inflation has been less than 2.00%, using 2.00% for the purposes of comparing future otherwise applicable property tax payments without the Project to the proposed PILOT schedule provides a conservative estimate of the Project's benefit/cost to the town.

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Table 8 calculates the cost to the affected taxing jurisdictions as the difference between the PILOT payments associated with the Project and the property tax payments without the Project. Approximately \$15,000 less in PILOT revenue will be received annually than property taxes that would be received without the Project. The total cost would be \$193,158 over the 13-year period.

Table 8

Tax Policy Comparison (All Jurisdictions)			
Year	Property Tax Payment Without Project	PILOT Payment	Benefit (Cost) of Project
1	\$ 520,220	\$ 520,220	\$ -
2	\$ 530,624	\$ 520,220	\$ (10,404)
3	\$ 541,237	\$ 520,220	\$ (21,017)
4	\$ 552,062	\$ 540,624	\$ (11,438)
5	\$ 563,103	\$ 548,236	\$ (14,867)
6	\$ 574,365	\$ 559,061	\$ (15,304)
7	\$ 585,852	\$ 570,102	\$ (15,750)
8	\$ 597,569	\$ 581,364	\$ (16,205)
9	\$ 609,521	\$ 592,852	\$ (16,669)
10	\$ 621,711	\$ 604,569	\$ (17,142)
11	\$ 634,145	\$ 616,520	\$ (17,625)
12	\$ 646,828	\$ 628,711	\$ (18,117)
13	\$ 659,765	\$ 641,145	\$ (18,620)
Total	\$ 7,637,002	\$ 7,443,844	\$ (193,158)
Average	\$ 587,462	\$ 572,603	\$ (14,858)

Source: Town of Hempstead IDA, Camoin Associates

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Table 9 calculates the cost to the Town. The Town would receive approximately \$2,500 less in PILOT revenue annually than it would receive in property taxes without the Project. The total cost to the Town would be \$31,967 over the 13-year period.

Table 9

Tax Policy Comparison for Town			
Year	Property Tax Payment Without Project	PILOT Payment	Benefit (Cost) of Project
1	\$ 86,095	\$ 86,095	\$ -
2	\$ 87,816	\$ 86,095	\$ (1,722)
3	\$ 89,573	\$ 86,095	\$ (3,478)
4	\$ 91,364	\$ 89,471	\$ (1,893)
5	\$ 93,191	\$ 90,731	\$ (2,460)
6	\$ 95,055	\$ 92,523	\$ (2,533)
7	\$ 96,956	\$ 94,350	\$ (2,607)
8	\$ 98,896	\$ 96,214	\$ (2,682)
9	\$ 100,873	\$ 98,115	\$ (2,759)
10	\$ 102,891	\$ 100,054	\$ (2,837)
11	\$ 104,949	\$ 102,032	\$ (2,917)
12	\$ 107,048	\$ 104,049	\$ (2,998)
13	\$ 109,189	\$ 106,107	\$ (3,082)
Total	\$ 1,263,896	\$ 1,231,929	\$ (31,967)
Average	\$ 97,223	\$ 94,764	\$ (2,459)

Source: Town of Hempstead IDA, Camoin Associates

OTHER EXEMPTIONS

There are additional benefits to working with the Agency including a one-time sales tax exemption on construction materials and furniture, fixtures, and equipment as well as a mortgage recording tax exemption. Tax exemptions are for the state and county taxes and are not applicable to the town and village.

Table 10

Summary of Costs to Affected Jurisdictions	
	<u>State and County</u>
Sales Tax Exemption	\$ 215,625
Mortgage Tax Exemption	\$ 60,000

Source: Applicant, Camoin Associates

The additional incentives offered by the Agency will benefit the Applicant but will not negatively affect the taxing jurisdictions because, without the Project, the Town by definition would not be receiving any associated sales tax or mortgage tax revenue.

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SALES TAX REVENUE**SALES TAX REVENUE – RENOVATION PHASE**

The one-time renovation phase earnings described by the total economic impact of the renovation work (described in the above section) would lead to additional sales tax revenue for the Town. It is assumed that 60%⁵ of the renovation phase earnings would be spent within the Town of Hempstead and that 25% of those purchases would be taxable.

Table 11

**One-Time Sales Tax Revenue
Renovation Phase**

Total New Earnings	\$ 1,534,210
Amount Spent in Town (60%)	\$ 920,526
Amount Taxable (25%)	\$ 230,131
Nassau County Sales Tax Revenue (4.25%)	\$ 9,781
New Town Sales Tax Revenue Portion*	0.375%
New Town Tax Revenue	\$ 863

*Nassau County's sales tax rate is 4.25%, of which 0.75% is allocated to the towns and cities within the county. For this analysis we assume half of the 0.75% is allocated to the Town of Hempstead.

Source: Town of Hempstead IDA, Camoin Associates

SALES TAX REVENUE – EMPLOYEE EARNINGS

The earnings generated by on-site jobs that will occur as a result of building operation at the Project (described under Impacts of On-Site Employment) would lead to additional annual sales tax revenue for the town. It is assumed that 60% of the earnings would be spent within the Town of Hempstead and that 25% of those purchases will be taxable. Table 12 displays the annual tax revenue that the Town will receive.

Table 12

**Annual Sales Tax Revenue
On-Site Operations**

Total New Earnings	\$ 10,439,010
Amount Spent in Town (60%)	\$ 6,263,406
Amount Taxable (25%)	\$ 1,565,852
Nassau County Sales Tax Revenue (4.25%)	\$ 66,549
New Town Sales Tax Revenue Portion*	0.375%
New Town Tax Revenue	\$ 5,872

*Nassau County's sales tax rate is 4.25%, of which 0.75% is allocated to the towns and cities within the county. For this analysis we assume half of the 0.75% is allocated to the Town of Hempstead.

Source: Town of Hempstead IDA, Camoin Associates

⁵ According to Emsi, 60% demand for industries in a typical household spending basket is met within the Town of Hempstead.

ATTACHMENT A: WHAT IS ECONOMIC IMPACT ANALYSIS?

The purpose of conducting an economic impact study is to ascertain the total cumulative changes in employment, earnings and output in a given economy due to some initial “change in final demand”. To understand the meaning of “change in final demand”, consider the installation of a new widget manufacturer in Anytown, USA. The widget manufacturer sells \$1 million worth of its widgets per year exclusively to consumers in Canada. Therefore, the annual change in final demand in the United States is \$1 million because dollars are flowing in from outside the United States and are therefore “new” dollars in the economy.

This change in final demand translates into the first round of buying and selling that occurs in an economy. For example, the widget manufacturer must buy its inputs of production (electricity, steel, etc.), must lease or purchase property and pay its workers. This first round is commonly referred to as the “Direct Effects” of the change in final demand and is the basis of additional rounds of buying and selling described below.

To continue this example, the widget manufacturer’s vendors (the supplier of electricity and the supplier of steel) will enjoy additional output (i.e. sales) that will sustain their businesses and cause them to make additional purchases in the economy. The steel producer will need more pig iron and the electric company will purchase additional power from generation entities. In this second round, some of those additional purchases will be made in the US economy and some will “leak out”. What remains will cause a third round (with leakage) and a fourth (and so on) in ever-diminishing rounds of industry-to-industry purchases. Finally, the widget manufacturer has employees who will naturally spend their wages. Again, those wages spent will either be for local goods and services or will “leak” out of the economy. The purchases of local goods and services will then stimulate other local economic activity. Together, these effects are referred to as the “Indirect Effects” of the change in final demand.

Therefore, the total economic impact resulting from the new widget manufacturer is the initial \$1 million of new money (i.e. Direct Effects) flowing in the US economy, plus the Indirect Effects. The ratio of Total Effects to Direct Effects is called the “multiplier effect” and is often reported as a dollar-of-impact per dollar-of-change. Therefore, a multiplier of 2.4 means that for every dollar (\$1) of change in final demand, an additional \$1.40 of indirect economic activity occurs for a total of \$2.40.

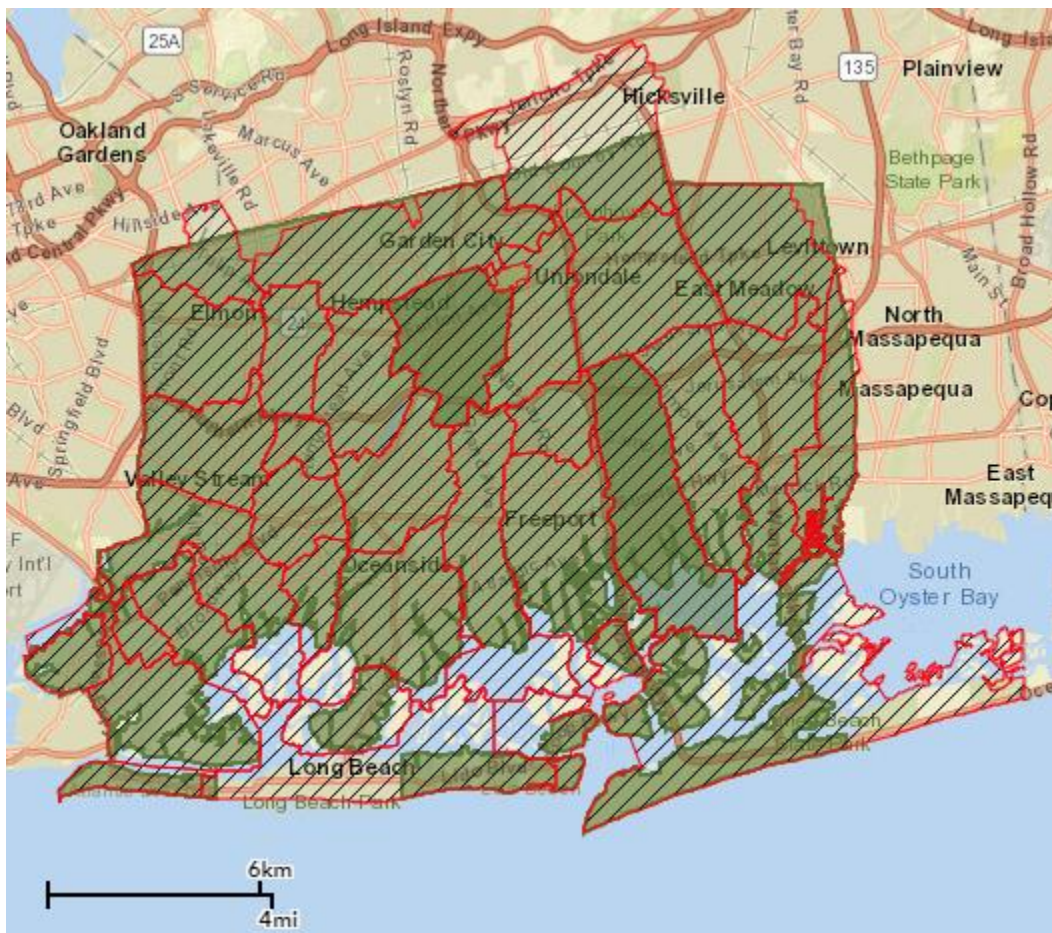
Key information for the reader to retain is that this type of analysis requires rigorous and careful consideration of the geography selected (i.e. how the “local economy” is defined) and the implications of the geography on the computation of the change in final demand. If this analysis wanted to consider the impact of the widget manufacturer on the entire North American continent, it would have to conclude that the change in final demand is zero and therefore the economic impact is zero. This is because the \$1 million of widgets being purchased by Canadians is not causing total North American demand to increase by \$1 million. Presumably, those Canadian purchasers will have \$1 million less to spend on other items and the effects of additional widget production will be cancelled out by a commensurate reduction in the purchases of other goods and services.

Changes in final demand, and therefore Direct Effects, can occur in a number of circumstances. The above example is easiest to understand: the effect of a manufacturer producing locally but selling globally. If, however, 100% of domestic demand for a good is being met by foreign suppliers (say, DVD players being imported into the US from Korea and Japan), locating a manufacturer of DVD players in the US will cause a change in final demand because all of those dollars currently leaving the US economy will instead remain. A situation can be envisioned whereby a producer is serving both local and foreign demand, and an impact analysis would have to be careful in calculating how many “new” dollars the producer would be causing to occur domestically.

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ATTACHMENT B: STUDY AREAS

Town of Hempstead (Green) and Zip Code Region (Red outline with dashes)



Leading action to grow your economy

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