

PREPARED FOR:

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

Economic and Fiscal Impact

SUNRISE OF OCEANSIDE NY PROPCO, LLC

Town of Hempstead
Industrial Development Agency

APRIL 11, 2022

PREPARED BY:



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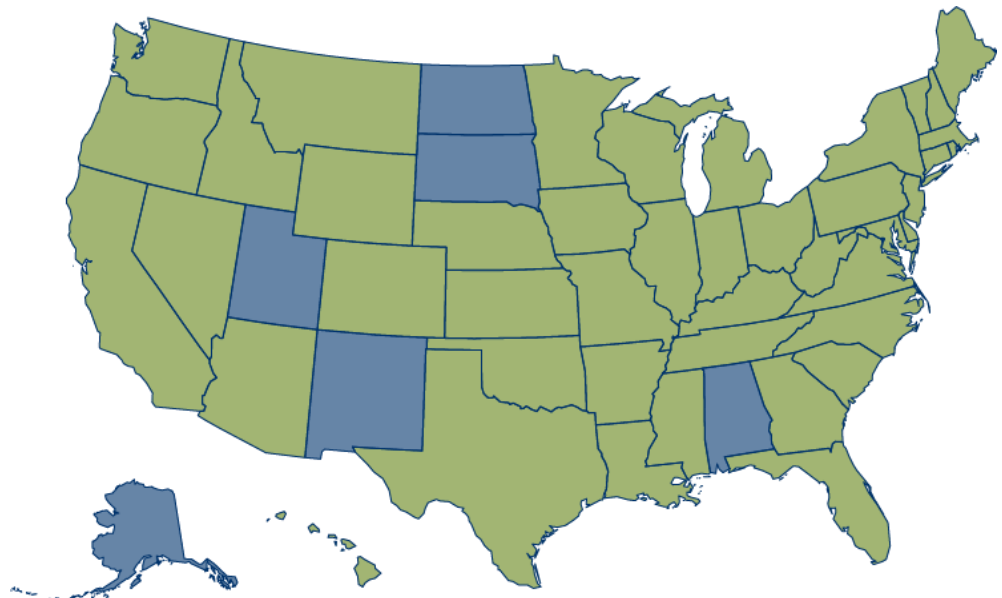
ABOUT CAMOIN ASSOCIATES

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 43 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 Sunrise of Oceanside NY Propco, LLC. The proposed project involves construction of an 84-unit first class assisted living facility at 374 Atlantic Avenue, Oceanside, New York 11572. 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 new household spending 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: on-site jobs, exemptions, and PILOT schedule. Secondary data was collected by Camoin Associates and used to estimate spending by new households.

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:
Sunrise of Oceanside NY Propco,
LLC Application for Assistance
and the Town of Hempstead
Industrial Development Agency

Geography:
Town of Hempstead

Study Period:
2022

Modeling Tool:
Emsi

DIRECT IMPACTS

This initial round of impacts is generated as a result of spending on operations and new household spending at town businesses.

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 and the businesses receiving the new household spending.

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 Sunrise of Oceanside NY Propco, LLC (the "Applicant") for the construction of an 84-unit first class assisted living facility (the "Project") at 374 Atlantic Avenue, Oceanside, NY 11572 (the "Site"). The development will consist of 34 studio/1-bedroom units and 50 2-bedroom units, along with on-site parking and amenities. The Applicant is seeking a sales tax exemption, mortgage recording tax exemption, and a 20-year PILOT agreement (15-year PILOT with 5 year extension if within compliance) 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").

Given the unique nature of the Project and the dearth of assisted living units within the Town, 100% of the units (or 84 units) would be considered as providing "net new" households to the town as they allow households to exist in the town that would otherwise locate elsewhere. We then computed the total spending associated with these households to derive job creation resulting from the Project. The following is a summary of our findings from this study, with details below and in the following sections.

Table 1

Summary of Benefits to Town	
Total Jobs	118
Direct Jobs	94
Total Earnings	\$ 6,111,002
Direct Earnings	\$ 4,537,944
Annual Sales Tax Revenue to County	\$ 78,289
Annual Sales Tax Revenue to Town	\$ 6,908
Average Annual PILOT Payment	\$ 460,150
Average Annual PILOT Payment to Town	\$ 84,690
Average Annual PILOT Benefit	\$ 296,438
Average Annual PILOT Benefit to Town	\$ 54,559
Average Annual Net Benefit to Town	\$ 61,467

- ◆ The Project supports 118 net new jobs in the town, with over \$6.1 million in associated earnings. These figures include net new jobs resulting from both maintenance and operation of the facility as well as economic activity that results from new household spending.
- ◆ The Applicant has negotiated terms of a proposed PILOT agreement for a term of 15 years (with a 5 year extension if in compliance) with the Agency, where the applicant would pay an average of \$460,150 each year, of which \$84,690 will be allocated to the Town. The PILOT represents an average annual benefit to the Town of \$54,559.
- ◆ Through negotiations with the Agency the Applicant could have access to a sales tax exemption valued at up to \$1,358,438 and a mortgage recording tax exemption valued at up to \$235,926. 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	\$ 1,358,438
Mortgage Tax Exemption	\$ 235,926

Source: Applicant, Camoin Associates

ECONOMIC IMPACT ANALYSIS

The estimates of direct economic activity generated by facility operation and new resident 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 spending by new tenant households.

CONSTRUCTION PHASE IMPACTS

The Applicant estimates that private sector investment in the construction of the Project would cost approximately \$40.1 million¹, of which 70%² is assumed to be sourced from within the town. This means that there will be nearly \$28.1 million in net new spending in the town associated with the construction phase of the Project.

Table 3

Construction Phase Spending - Town	
Total Construction Cost	\$ 40,093,922
Percent Sourced from Town	70%
Net New Construction Spending	\$ 28,065,745

Source: Applicant, Camoin Associates

Based on nearly \$28.1 million worth of net new direct spending associated with the construction phase of the Project, Camoin Associates determined that there would be over \$36.3 million in total one-time construction related spending supporting 145 jobs and an associated over \$13.3 million in earnings over the construction period throughout the town. Table 4 outlines the economic impacts of construction.

Table 4

Town Economic Impact - Construction Phase			
	Jobs	Earnings	Sales
Direct	104	\$ 10,412,986	\$ 28,065,745
Indirect	20	\$ 1,433,375	\$ 4,468,156
Induced	21	\$ 1,457,464	\$ 3,789,922
Total	145	\$ 13,303,825	\$ 36,323,823

Source: Emsi, Camoin Associates

¹ Includes project costs as provided by the Applicant, excluding acquisition and financial charges.

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

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IMPACTS OF NEW HOUSEHOLD SPENDING

To determine the annual economic impact of the Project on the town, the first step is to calculate the number of households that can be considered “net new” to the town economy. In other words, the number of households that, but for the Project, would not exist in the Town of Hempstead. With respect to this Project, net new households consist of those who are able to live in the jurisdictions as a result of the Project and would otherwise choose to live elsewhere. See Attachment B for more information on this methodology.

The Applicant proposes to construct 84 assisted living units. Given the unique nature of the Project and the dearth of assisted living facilities within the Town, Camoin Associates assumes that 100% of the units, or 84 units, are net new to the town (Table 5). This is based on a review of the data and an understanding of the proposed Project as detailed above.

Table 5

Net New Households

	Total Households	Percent Net New	Net New Households
Assisted Living	84	100%	84
Total	84	100%	84

Source: Esri, Camoin Associates

SPENDING BY NEW TENANTS

These residents make purchases in the town, thereby adding new dollars to the Town of Hempstead’s economy. For this analysis, we researched spending patterns by household income to determine the spending by tenants.

The 84 units will be part of a first-class assisted living development. Therefore, we will consider spending for tenants to be in the \$100,000 to \$149,999 spending basket, per the Bureau of Labor Statistics’ 2020 Consumer Expenditure Survey.

Using a spending basket for the region which details household spending in individual consumer categories by income level, we analyzed likely tenant spending. According to the 2020 Consumer Expenditure Survey, households in these units have annual expenditures (excluding housing and utility costs) of \$44,188.

It is assumed that 60%³ of total expenditures would occur within the Town of Hempstead and, therefore, have an impact on the town’s economy. The total net new spending columns show the total amount spent in the town based on the number of net new units.

³ Based on an analysis of goods and services available within the town, using Esri Business Analyst. Every category of retail exists within the Town, but some portion of the retail expenditure occurs outside the Town limits.

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Table 6

Tenant Spending Basket
Assisted Living Units (\$100,000 to \$149,999 Annual Household Income)

Category	Annual per Unit Spending Basket	Amount Spent in Town (60%)	Total Net New Town Spending (84 net new units)
Food	\$ 9,901	\$ 5,941	\$ 499,010
Household furnishings and equipment	\$ 2,909	\$ 1,745	\$ 146,614
Apparel and services	\$ 2,037	\$ 1,222	\$ 102,665
Transportation	\$ 14,888	\$ 8,933	\$ 750,355
Health care	\$ 6,508	\$ 3,905	\$ 328,003
Entertainment	\$ 4,331	\$ 2,599	\$ 218,282
Personal care products and services	\$ 934	\$ 560	\$ 47,074
Education	\$ 1,494	\$ 896	\$ 75,298
Miscellaneous	\$ 1,186	\$ 712	\$ 59,774
Total Tenant Spending	\$ 44,188	\$ 26,513	\$ 2,227,075

Source: 2020 Consumer Expenditure Survey, Bureau of Labor Statistics

The total net new spending in the town was calculated by multiplying the amount spent in the town by the number of net new units. As shown in the table above, spending in the town by all new households totals \$2.2 million per year. We used the above spending basket amounts to calculate the direct, indirect, and total impact of the Project on the town.

Using \$2.2 million as the new sales input, Camoin Associates employed Emsi to determine the indirect, induced, and total impact of the Project on the Town of Hempstead.⁴ Table 7 outlines the findings of this analysis.

Table 7

Town Economic Impact - Household Spending			
	Jobs	Earnings	Sales
Direct	17 \$	789,569 \$	2,227,075
Indirect	3 \$	196,708 \$	532,664
Induced	2 \$	197,632 \$	506,423
Total	22 \$	1,183,909 \$	3,266,163

Source: Emsi, Camoin Associates

⁴ Analysis uses the 33 zip codes that are predominantly located within the Town of Hempstead (see Attachment B).

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IMPACTS OF ON-SITE EMPLOYMENT

The Applicant anticipates that 77 jobs (55 full time and 22 part time) will be on-site within two years following Project completion. The table below detail the impact that these 77 jobs will have on the Town of Hempstead (Table 8).

Table 8

Town Economic Impact - On-Site Operations

	Jobs	Earnings	Sales
Direct	77 \$	3,748,375 \$	7,112,262
Indirect	12 \$	700,569 \$	1,864,427
Induced	7 \$	478,148 \$	1,225,177
Total	96 \$	4,927,093 \$	10,201,866

Source: Emsi, Camoin Associates

TOTAL ANNUAL ECONOMIC IMPACT

The complete economic impact of both new household spending as well as on-site operation and maintenance of the Project on the Town of Hempstead in Table 9.

Table 9

Town Total Annual Economic Impact

	Jobs	Earnings	Sales
Direct	94 \$	4,537,944 \$	9,339,338
Indirect	15 \$	897,277 \$	2,397,091
Induced	9 \$	675,781 \$	1,731,600
Total	118 \$	6,111,002 \$	13,468,029

Source: Emsi, Camoin Associates

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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 PILOT (15 years with a 5-year extension if within compliance at year 15) 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 and other applicable jurisdictions.⁵

Table 10

Tax Payments with PILOT

Year	Total		Portion of Payment by Jurisdiction			
	PILOT Payments		Town	County	School District	Special Districts
1	\$ 135,000	\$	24,847	\$ 56,415	\$ 78,228	\$ 53,739
2	\$ 135,000	\$	24,847	\$ 56,415	\$ 78,228	\$ 53,739
3	\$ 135,000	\$	24,847	\$ 56,415	\$ 78,228	\$ 53,739
4	\$ 225,000	\$	41,411	\$ 94,024	\$ 130,381	\$ 89,565
5	\$ 250,000	\$	46,012	\$ 104,471	\$ 144,867	\$ 99,516
6	\$ 275,000	\$	50,614	\$ 114,919	\$ 159,354	\$ 109,468
7	\$ 290,000	\$	53,374	\$ 121,187	\$ 168,046	\$ 115,439
8	\$ 305,000	\$	56,135	\$ 127,455	\$ 176,738	\$ 121,410
9	\$ 375,000	\$	69,018	\$ 156,707	\$ 217,301	\$ 149,274
10	\$ 450,000	\$	82,822	\$ 188,049	\$ 260,761	\$ 179,129
11	\$ 598,000	\$	110,061	\$ 249,896	\$ 346,523	\$ 238,043
12	\$ 610,000	\$	112,270	\$ 254,910	\$ 353,476	\$ 242,820
13	\$ 625,000	\$	115,031	\$ 261,179	\$ 362,168	\$ 248,791
14	\$ 640,000	\$	117,791	\$ 267,447	\$ 370,860	\$ 254,762
15	\$ 655,000	\$	120,552	\$ 273,715	\$ 379,552	\$ 260,733
16	\$ 665,000	\$	122,393	\$ 277,894	\$ 385,347	\$ 264,713
17	\$ 675,000	\$	124,233	\$ 282,073	\$ 391,142	\$ 268,694
18	\$ 700,000	\$	128,834	\$ 292,520	\$ 405,628	\$ 278,646
19	\$ 725,000	\$	133,436	\$ 302,967	\$ 420,115	\$ 288,597
20	\$ 735,000	\$	135,276	\$ 307,146	\$ 425,910	\$ 292,578
Total	\$ 9,203,000	\$	1,693,804	\$ 3,845,802	\$ 5,332,855	\$ 3,663,394
Average	\$ 460,150	\$	84,690	\$ 192,290	\$ 266,643	\$ 183,170

Source: Town of Hempstead IDA, Camoin Associates

⁵ It is assumed that the jurisdictions will continue to receive the same portion of the PILOT payments as they do from the property's full tax bill.

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TAX POLICY COMPARISON

Without financial assistance from the Agency, Camoin Associates assumes the Applicant would not undertake the Project. The following table displays the estimated property tax payments without the Project.

Table 11

Tax Payments without Project

Year	Total Property Tax Payment Without Project*		Portion of Payment by Jurisdiction			
			Town	County	School District	Special Districts
1	\$	134,757	\$ 24,802	\$ 56,313	\$ 78,088	\$ 53,642
2	\$	137,452	\$ 25,298	\$ 57,439	\$ 79,649	\$ 54,715
3	\$	140,201	\$ 25,804	\$ 58,588	\$ 81,242	\$ 55,809
4	\$	143,005	\$ 26,320	\$ 59,760	\$ 82,867	\$ 56,925
5	\$	145,865	\$ 26,846	\$ 60,955	\$ 84,525	\$ 58,064
6	\$	148,783	\$ 27,383	\$ 62,174	\$ 86,215	\$ 59,225
7	\$	151,758	\$ 27,931	\$ 63,418	\$ 87,939	\$ 60,410
8	\$	154,794	\$ 28,490	\$ 64,686	\$ 89,698	\$ 61,618
9	\$	157,889	\$ 29,059	\$ 65,980	\$ 91,492	\$ 62,850
10	\$	161,047	\$ 29,641	\$ 67,299	\$ 93,322	\$ 64,107
11	\$	164,268	\$ 30,233	\$ 68,645	\$ 95,188	\$ 65,389
12	\$	167,554	\$ 30,838	\$ 70,018	\$ 97,092	\$ 66,697
13	\$	170,905	\$ 31,455	\$ 71,419	\$ 99,034	\$ 68,031
14	\$	174,323	\$ 32,084	\$ 72,847	\$ 101,015	\$ 69,392
15	\$	177,809	\$ 32,726	\$ 74,304	\$ 103,035	\$ 70,780
16	\$	181,365	\$ 33,380	\$ 75,790	\$ 105,096	\$ 72,195
17	\$	184,993	\$ 34,048	\$ 77,306	\$ 107,198	\$ 73,639
18	\$	188,693	\$ 34,729	\$ 78,852	\$ 109,342	\$ 75,112
19	\$	192,466	\$ 35,423	\$ 80,429	\$ 111,528	\$ 76,614
20	\$	196,316	\$ 36,132	\$ 82,038	\$ 113,759	\$ 78,146
Total	\$	3,274,244	\$ 602,622	\$ 1,368,260	\$ 1,897,324	\$ 1,303,363
Average	\$	163,712	\$ 30,131	\$ 68,413	\$ 94,866	\$ 65,168

Source: Town of Hempstead IDA, Camoin Associates

*Note: Assumes an average annual increase of 2.00%

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Table 12 calculates the benefit (or 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. Over \$296,000 more in PILOT revenue will be received annually than property taxes that would be received without the Project. The total benefit would be \$5.9 million over the 20-year period.

Table 12

Tax Policy Comparison (All Jurisdictions)

Year	Property Tax Payment Without Project	PILOT Payment	Benefit (Cost) of Project
1	\$ 134,757	\$ 135,000	\$ 243
2	\$ 137,452	\$ 135,000	\$ (2,452)
3	\$ 140,201	\$ 135,000	\$ (5,201)
4	\$ 143,005	\$ 225,000	\$ 81,995
5	\$ 145,865	\$ 250,000	\$ 104,135
6	\$ 148,783	\$ 275,000	\$ 126,217
7	\$ 151,758	\$ 290,000	\$ 138,242
8	\$ 154,794	\$ 305,000	\$ 150,206
9	\$ 157,889	\$ 375,000	\$ 217,111
10	\$ 161,047	\$ 450,000	\$ 288,953
11	\$ 164,268	\$ 598,000	\$ 433,732
12	\$ 167,554	\$ 610,000	\$ 442,446
13	\$ 170,905	\$ 625,000	\$ 454,095
14	\$ 174,323	\$ 640,000	\$ 465,677
15	\$ 177,809	\$ 655,000	\$ 477,191
16	\$ 181,365	\$ 665,000	\$ 483,635
17	\$ 184,993	\$ 675,000	\$ 490,007
18	\$ 188,693	\$ 700,000	\$ 511,307
19	\$ 192,466	\$ 725,000	\$ 532,534
20	\$ 196,316	\$ 735,000	\$ 538,684
Total	\$ 3,274,244	\$ 9,203,000	\$ 5,928,756
Average	\$ 163,712	\$ 460,150	\$ 296,438

Source: Town of Hempstead IDA, Camoin Associates

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TOWN

Table 13 calculates the benefit (or cost) to the Town. The Town would receive approximately \$55,000 more in PILOT revenue annually than it would receive in property taxes without the Project. The total benefit to the Town would be nearly \$1.1 million over the 20-year period.

Table 13

Tax Policy Comparison for Town

Year	Property Tax Payment Without Project	PILOT Payment	Benefit (Cost) of Project
1	\$ 24,802	\$ 24,847	\$ 45
2	\$ 25,298	\$ 24,847	\$ (451)
3	\$ 25,804	\$ 24,847	\$ (957)
4	\$ 26,320	\$ 41,411	\$ 15,091
5	\$ 26,846	\$ 46,012	\$ 19,166
6	\$ 27,383	\$ 50,614	\$ 23,230
7	\$ 27,931	\$ 53,374	\$ 25,443
8	\$ 28,490	\$ 56,135	\$ 27,645
9	\$ 29,059	\$ 69,018	\$ 39,959
10	\$ 29,641	\$ 82,822	\$ 53,181
11	\$ 30,233	\$ 110,061	\$ 79,828
12	\$ 30,838	\$ 112,270	\$ 81,432
13	\$ 31,455	\$ 115,031	\$ 83,576
14	\$ 32,084	\$ 117,791	\$ 85,707
15	\$ 32,726	\$ 120,552	\$ 87,827
16	\$ 33,380	\$ 122,393	\$ 89,013
17	\$ 34,048	\$ 124,233	\$ 90,185
18	\$ 34,729	\$ 128,834	\$ 94,106
19	\$ 35,423	\$ 133,436	\$ 98,012
20	\$ 36,132	\$ 135,276	\$ 99,144
Total	\$ 602,622	\$ 1,693,804	\$ 1,091,182
Average	\$ 30,131	\$ 84,690	\$ 54,559

Source: Town of Hempstead IDA, Camoin Associates

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COUNTY

Table 14 calculates the benefit (or cost) to the County. The County would receive approximately \$124,000 more in PILOT revenue annually than it would receive in property taxes without the Project. The total benefit to the County would be nearly \$2.5 million over the 20-year period.

Table 14

Tax Policy Comparison for County

Year	Property Tax Payment Without Project	PILOT Payment	Benefit (Cost) of Project
1	\$ 56,313	\$ 56,415	\$ 101
2	\$ 57,439	\$ 56,415	\$ (1,025)
3	\$ 58,588	\$ 56,415	\$ (2,174)
4	\$ 59,760	\$ 94,024	\$ 34,264
5	\$ 60,955	\$ 104,471	\$ 43,516
6	\$ 62,174	\$ 114,919	\$ 52,744
7	\$ 63,418	\$ 121,187	\$ 57,769
8	\$ 64,686	\$ 127,455	\$ 62,769
9	\$ 65,980	\$ 156,707	\$ 90,727
10	\$ 67,299	\$ 188,049	\$ 120,749
11	\$ 68,645	\$ 249,896	\$ 181,250
12	\$ 70,018	\$ 254,910	\$ 184,892
13	\$ 71,419	\$ 261,179	\$ 189,760
14	\$ 72,847	\$ 267,447	\$ 194,600
15	\$ 74,304	\$ 273,715	\$ 199,411
16	\$ 75,790	\$ 277,894	\$ 202,104
17	\$ 77,306	\$ 282,073	\$ 204,767
18	\$ 78,852	\$ 292,520	\$ 213,668
19	\$ 80,429	\$ 302,967	\$ 222,538
20	\$ 82,038	\$ 307,146	\$ 225,108
Total	\$ 1,368,260	\$ 3,845,802	\$ 2,477,542
Average	\$ 68,413	\$ 192,290	\$ 123,877

Source: Town of Hempstead IDA, Camoin Associates

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SCHOOL DISTRICT

Table 15 calculates the benefit (or cost) to the school district. The school district would receive approximately \$172,000 more in PILOT revenue annually than it would receive in property taxes without the Project. The total benefit to the school district would be over \$3.4 million over the 20-year period.

Table 15

Tax Policy Comparison for School District

Year	Property Tax Payment Without Project	PILOT Payment	Benefit (Cost) of Project
1	\$ 78,088	\$ 78,228	\$ 141
2	\$ 79,649	\$ 78,228	\$ (1,421)
3	\$ 81,242	\$ 78,228	\$ (3,014)
4	\$ 82,867	\$ 130,381	\$ 47,513
5	\$ 84,525	\$ 144,867	\$ 60,343
6	\$ 86,215	\$ 159,354	\$ 73,139
7	\$ 87,939	\$ 168,046	\$ 80,107
8	\$ 89,698	\$ 176,738	\$ 87,040
9	\$ 91,492	\$ 217,301	\$ 125,809
10	\$ 93,322	\$ 260,761	\$ 167,439
11	\$ 95,188	\$ 346,523	\$ 251,334
12	\$ 97,092	\$ 353,476	\$ 256,384
13	\$ 99,034	\$ 362,168	\$ 263,134
14	\$ 101,015	\$ 370,860	\$ 269,846
15	\$ 103,035	\$ 379,552	\$ 276,517
16	\$ 105,096	\$ 385,347	\$ 280,251
17	\$ 107,198	\$ 391,142	\$ 283,944
18	\$ 109,342	\$ 405,628	\$ 296,287
19	\$ 111,528	\$ 420,115	\$ 308,587
20	\$ 113,759	\$ 425,910	\$ 312,151
Total	\$ 1,897,324	\$ 5,332,855	\$ 3,435,531
Average	\$ 94,866	\$ 266,643	\$ 171,777

Source: Town of Hempstead IDA, Camoin Associates

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SPECIAL DISTRICTS

Table 16 calculates the benefit (or cost) to the special districts. The special districts would receive approximately \$118,000 more in PILOT revenue annually than it would receive in property taxes without the Project. The total benefit to the special districts would be nearly \$2.4 million over the 20-year period.

Table 16

Tax Policy Comparison for Special Districts

Year	Property Tax Payment Without Project	PILOT Payment	Benefit (Cost) of Project
1	\$ 53,642	\$ 53,739	\$ 97
2	\$ 54,715	\$ 53,739	\$ (976)
3	\$ 55,809	\$ 53,739	\$ (2,070)
4	\$ 56,925	\$ 89,565	\$ 32,639
5	\$ 58,064	\$ 99,516	\$ 41,452
6	\$ 59,225	\$ 109,468	\$ 50,243
7	\$ 60,410	\$ 115,439	\$ 55,029
8	\$ 61,618	\$ 121,410	\$ 59,792
9	\$ 62,850	\$ 149,274	\$ 86,424
10	\$ 64,107	\$ 179,129	\$ 115,022
11	\$ 65,389	\$ 238,043	\$ 172,654
12	\$ 66,697	\$ 242,820	\$ 176,123
13	\$ 68,031	\$ 248,791	\$ 180,760
14	\$ 69,392	\$ 254,762	\$ 185,370
15	\$ 70,780	\$ 260,733	\$ 189,953
16	\$ 72,195	\$ 264,713	\$ 192,518
17	\$ 73,639	\$ 268,694	\$ 195,055
18	\$ 75,112	\$ 278,646	\$ 203,534
19	\$ 76,614	\$ 288,597	\$ 211,983
20	\$ 78,146	\$ 292,578	\$ 214,431
Total	\$ 1,303,363	\$ 3,663,394	\$ 2,360,031
Average	\$ 65,168	\$ 183,170	\$ 118,002

Source: Town of Hempstead IDA, Camoin Associates

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OTHER EXEMPTIONS

There are additional benefits to working with the Agency including a one-time sales tax exemption on renovation 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.

Table 17

Summary of Costs to Affected Jurisdictions

	State and County	
Sales Tax Exemption	\$	1,358,438
Mortgage Tax Exemption	\$	235,926

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.

SALES TAX REVENUE

SALES TAX REVENUE – CONSTRUCTION PHASE

The one-time construction phase earnings described by the total economic impact of the construction work (described in the above section) would lead to additional sales tax revenue for the Town. It is assumed that 70%⁶ of the construction phase earnings would be spent within the county and that 25% of those purchases would be taxable.

Table 18

One-Time Sales Tax Revenue, Construction Phase		
Total New Earnings	\$	13,303,825
Amount Spent in County (70%)	\$	9,312,677
Amount Taxable (25%)	\$	2,328,169
Nassau County Sales Tax Revenue (4.25%)	\$	98,947
New Town Sales Tax Revenue Portion*		0.375%
New Town Sales Tax Revenue	\$	8,731

Source: Town of Hempstead IDA, Camoin Associates

***Note:** 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.

⁶ According to Emsi, 70% demand for industries in a typical household spending basket is met within Nassau County.

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SALES TAX REVENUE – NEW HOUSEHOLD SPENDING

As a result of the Project, the Town would receive sales tax revenue from the purchases made by the households. Table 19 displays the new sales tax revenue that the Town of Hempstead would receive annually based on in-town spending by new households.

Table 19

Annual Sales Tax Revenue, Household Spending	
Total New Spending	\$ 3,266,163
Amount Taxable (30%)	\$ 979,849
Nassau County Sales Tax Revenue (4.25%)	\$ 41,644
New Town Sales Tax Revenue Portion*	0.375%
New Town Tax Revenue	\$ 3,674

Source: Town of Hempstead IDA, Camoin Associates

***Note:** 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.

Note that the household spending figure has already been adjusted to account for 60% of total spending occurring within the town (see table entitled "Tenant Spending Baskets"). It is assumed that 30% of purchases will be taxable, based on the spending baskets of tenants and the understanding that certain non-taxable items (related to housing expenses) have been removed from the total spending line, this increasing the remaining portion taxable.

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 70% of the earnings would be spent within Nassau County and that 25% of those purchases will be taxable. Table 20 displays the annual tax revenue that the Town will receive.

Table 20

Annual Sales Tax Revenue, On-Site Operations	
Total New Earnings	\$ 4,927,093
Amount Spent in County (70%)	\$ 3,448,965
Amount Taxable (25%)	\$ 862,241
Nassau County Sales Tax Revenue (4.25%)	\$ 36,645
New Town Sales Tax Revenue Portion*	0.375%
New Town Tax Revenue	\$ 3,233

Source: Town of Hempstead IDA, Camoin Associates

***Note:** 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.

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TOTAL ANNUAL SALES TAX REVENUE

The total annual sales tax revenue that the Town will receive is summarized in Table 21.

Table 21

Total Annual Sales Tax Revenue	
Household Spending	\$ 3,674
On-Site Operations	\$ 3,233
New Town Tax Revenue	\$ 6,908

Source: Town of Hempstead IDA, Camoin Associates

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.

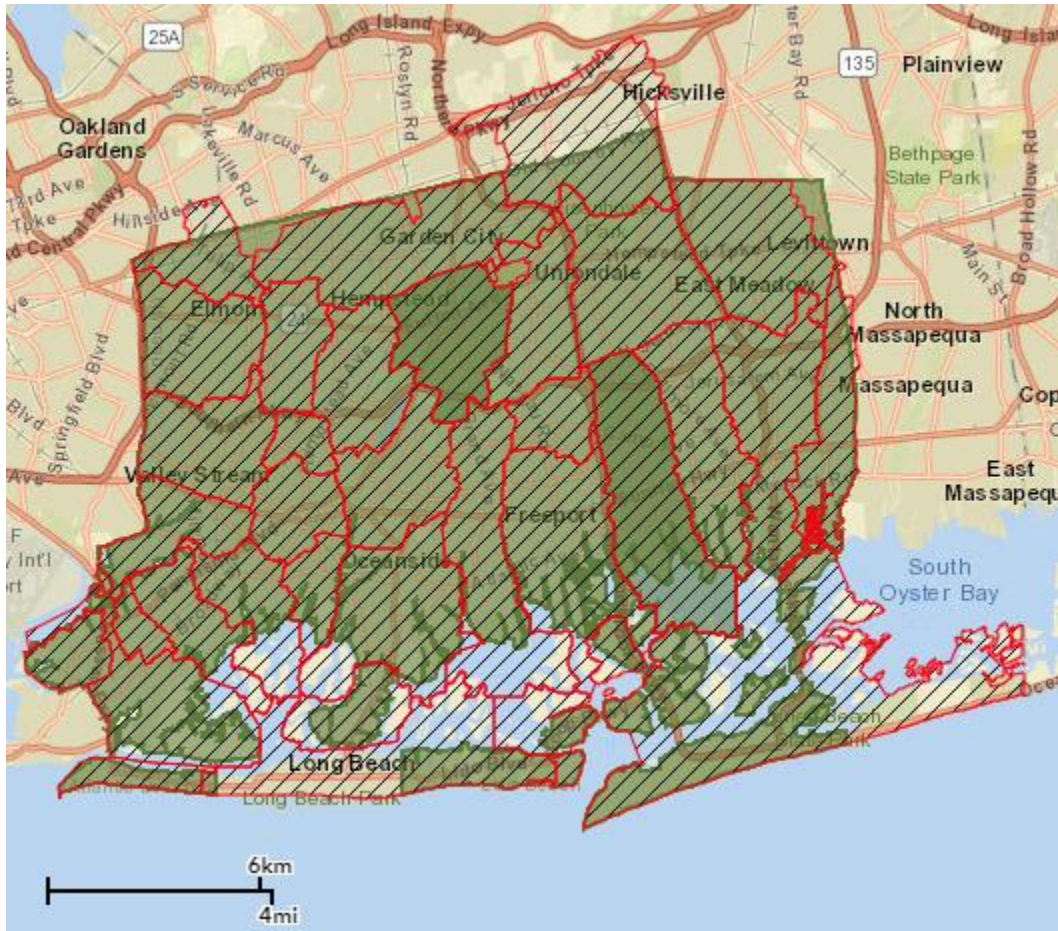
Key information for the reader to retain is that this type of analysis requires rigorous and careful consideration of the geography selected (i.e. how the “local economy” is defined) and the implications of the geography on the computation of the change in final demand. If this analysis wanted to consider 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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