



HIGHBRIDGE DEVELOPMENT SCHOHARIE, LLC
ROUTE 30A DEVELOPMENT
ECONOMIC AND FISCAL IMPACT ANALYSIS

PRESENTATION TO PLANNING BOARD

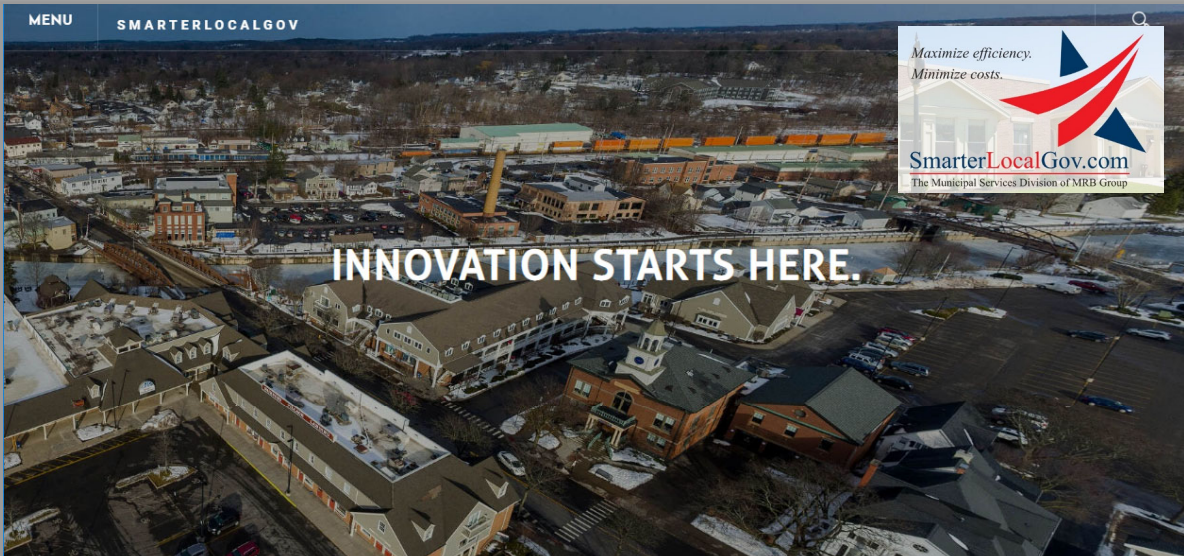
MARCH 21, 2023

MRB Group and SmarterLocalGov

MRB Group has been serving local governments for nearly a century as engineers and architects.

SmarterLocalGov was established in 2010 as the firm's local government management arm.

Today, we support local governments across Upstate New York in their management, community, and economic development needs.



MENU SMARTERLOCALGOV

Maximize efficiency.
Minimize costs.

SmarterLocalGov.com
The Municipal Services Division of MRB Group

INNOVATION STARTS HERE.

IT ALL STARTS WITH COMMUNITY

SmarterLocalGov is an initiative of MRB Group; a multidisciplinary firm with over a century of service to local government. After working with over 100 communities around the country, our principals identified common themes that communities are struggling with. We began to assemble the best and brightest local government minds in the hopes of advancing total community health--the financial, social, and environmental sustainability and resilience of our communities.

SmarterLocalGov Team



MICHAEL N'DOLO

Michael is our Director of Economic Development. He has decades of experience in strategic economic development and is a nationally-recognized expert in economic and fiscal impact analysis.

25 States, 300+ Studies

- ESD (x5)
- NYPA (x2)
- NYSERDA
- Louisiana, Vermont
- Amazon
- Lowes
- FedEx
- Volvo

Types of Studies

- Manufacturing
- High-tech
- Land development
- Housing
- Affordable housing
- Downtowns
- Industry-wide
- Policy-specific

AGENDA

- Economic Impact Analysis
- Fiscal Impact Analysis



ECONOMIC IMPACTS

ECONOMIC IMPACTS

What are the “Economic Impacts” measured in our analysis?

- Both **one-time** (construction phase) and **ongoing** (operation phase) **direct** and **indirect** impacts.

What do we measure?

- Construction Phase: Jobs, wages, and sales that occur on-site related to labor and materials used in construction and indirect impacts from business-to-business purchases and workers spending wages locally.
- Operation Phase: Jobs, wages, and sales created by the operation of the completed project and indirect impacts from business-to-business purchases and from employees of such businesses spending a portion of their wages locally.

ECONOMIC IMPACTS

How did we conduct the analysis?

- Based on the construction budget and the percentage of labor and materials expected to be sourced locally.
- To estimate the Direct and Indirect impacts, MRB Group employed the Lightcast economic modeling system.
- Lightcast uses data from the U.S. Bureau of Labor Statistics, the U.S. Bureau of Economic Analysis, the U.S. Census, and other public data sources to model economic impacts.

ECONOMIC IMPACTS

Construction Spending In Region

	\$ Total	% County	\$ County
Materials & Labor	\$67,800,000	50%	\$33,900,000

Source: Developer, MRB

On-Site Employment

Type	Size (sf)	Sf/Employee	Employees
Industrial	540,000	2,400	225
Gas Station	4,800	1,378	3
Fast Food	2,625	500	5
Total			233

Source: US EIA, MRB

15-Year Economic Impact, Operations of Project

	Direct	Indirect	Total
Jobs	233	54	287
Earnings	\$206,843,633	\$42,263,130	\$249,106,763
Sales	\$429,717,239	\$127,139,496	\$556,856,736

Source: Lightcast, MRB

Summary of Economic Impacts

	Direct	Indirect	Total
Construction Jobs	149	39	188
Construction Wages	\$13,905,043	\$1,674,306	\$15,579,349
Ongoing Jobs	233	54	287
Ongoing Wages - 15 Years	\$206,843,633	\$42,263,130	\$249,106,763



FISCAL IMPACTS

FISCAL IMPACTS: PILOT

Value of PILOT agreement

- Property's current assessed value is \$350,000.
- Improvements to the property are valued at \$21,250,000.
- Increase in revenue for the taxing jurisdiction is based on PILOT revenues minus the tax revenues for unimproved property during PILOT term.
- Increase in revenue is \$7.3 million over 15 years.

PILOT Schedule

Tax Year	Current Taxes	Tax Rate	Improvement Value	Improvement Phase In	Improvement Taxes	Total PILOT
Year 1	\$13,651	39.0016	\$21,250,000	0%	\$0	\$13,651
Year 2	\$13,924	39.7816	\$21,250,000	0%	\$0	\$13,924
Year 3	\$14,202	40.5772	\$21,250,000	0%	\$0	\$14,202
Year 4	\$14,486	41.3888	\$21,250,000	0%	\$0	\$14,486
Year 5	\$14,776	42.2166	\$21,250,000	0%	\$0	\$14,776
Year 6	\$15,071	43.0609	\$21,250,000	50%	\$457,522	\$472,593
Year 7	\$15,373	43.9221	\$21,250,000	55%	\$513,340	\$528,712
Year 8	\$15,680	44.8005	\$21,250,000	60%	\$571,207	\$586,887
Year 9	\$15,994	45.6966	\$21,250,000	65%	\$631,184	\$647,177
Year 10	\$16,314	46.6105	\$21,250,000	70%	\$693,331	\$709,645
Year 11	\$16,640	47.5427	\$21,250,000	75%	\$757,712	\$774,352
Year 12	\$16,973	48.4936	\$21,250,000	80%	\$824,390	\$841,363
Year 13	\$17,312	49.4634	\$21,250,000	85%	\$893,433	\$910,745
Year 14	\$17,658	50.4527	\$21,250,000	90%	\$964,908	\$982,566
Year 15	\$18,012	51.4617	\$21,250,000	95%	\$1,038,884	\$1,056,896
Year 16**	\$18,372	52.4910	\$21,250,000	100%	\$1,115,433.33	\$1,133,805.17

FISCAL IMPACTS: PILOT REVENUE

PILOT Revenue

Tax Year	Current Taxes	Total PILOT	Increase in Revenue
Year 1	\$13,651	\$13,651	\$0
Year 2	\$13,924	\$13,924	\$0
Year 3	\$14,202	\$14,202	\$0
Year 4	\$14,486	\$14,486	\$0
Year 5	\$14,776	\$14,776	\$0
Year 6	\$15,071	\$472,593	\$457,522
Year 7	\$15,373	\$528,712	\$513,340
Year 8	\$15,680	\$586,887	\$571,207

Year 9	\$15,994	\$647,177	\$631,184
Year 10	\$16,314	\$709,645	\$693,331
Year 11	\$16,640	\$774,352	\$757,712
Year 12	\$16,973	\$841,363	\$824,390
Year 13	\$17,312	\$910,745	\$893,433
Year 14	\$17,658	\$982,566	\$964,908
Year 15	\$18,012	\$1,056,896	\$1,038,884
	\$236,065	\$7,581,975	\$7,345,910

SUMMARY OF FISCAL IMPACTS

Summary of Fiscal Benefits, Local Government

Source	County	Town	School	Total
Sales Tax, Construction, One-time	\$109,055	\$0	\$0	\$109,055
Sales Tax, Operations, 15 Years	\$1,743,747	\$0	\$0	\$1,743,747
Increase in Property Tax Revenue, 15 Years	\$1,964,813	\$1,253,168	\$4,127,928	\$7,345,910
Water / Sewer Fee Revenue, 15 Years	\$0	\$494,592	\$0	\$494,592
Total Fiscal Benefits Over 15 Years	\$3,817,616	\$1,747,760	\$4,127,928	\$9,693,305

Summary of Economic Impacts

	Direct	Indirect	Total
Construction Jobs	149	39	188
Construction Wages	\$13,905,043	\$1,674,306	\$15,579,349
Ongoing Jobs	233	54	287
Ongoing Wages - 15 Years	\$206,843,633	\$42,263,130	\$249,106,763