

PROJECT SUMMARY

Dean Wood (Gateway Center/Borderworx Logistics)



Applicant:	Dean Wood (Gateway Center/Borderworx Logistics)	
Project Location:	Vantage International Point – Inducon Corporate Drive W. (31 acres) Town of Wheatfield	
Assistance:	15 year PILOT Sales Tax Abatements Mortgage Recording Tax Abatements	
Description:	Borderworx is a Canadian company currently operating out of leased space on Grand Island. The company has outgrown that space and wishes to purchase 31 acres of land in Vantage International Point for construction of new facilities. The first building to be constructed will be a 50,000 square foot warehouse and light manufacturing facility. It will hold inventory for co-packing and distribution into the United States and Canadian markets. In addition, there will be some assembly and manufacturing of plastic products, light fixtures and personal care products.	
Project Costs:	Land	\$ 200,000
	Construction	\$ 2,500,000
	Sitework	\$ 10,000
	Non-manufacturing Equipment	\$ 310,000
	Furniture, Fixtures	\$ 90,000
	Soft costs & other	\$ 415,000
	TOTAL	\$ 3,525,000
Employment:	New Jobs to be created:	61 FT
	Total Annual Payroll End Year 3:	\$2,100,000
	Skills: Management supervisor, warehouse general labor, clerical, production line workers, production planners, drivers, dock workers, mechanics	

REGIONAL ECONOMIC IMPACT ANALYSIS
Dean Wood (Gateway Center/Borderworx Logistics)

Estimated State & Regional Benefits / Estimated Project Incentives Analysis (Discounted Present Value*)

Total State and Regional Benefits		\$2,293,103
Total Project Incentives		\$ 582,170
Projected Employment	State	Region
Total Employment	113	113
Direct**	61	61
Indirect***	6	6
Induced****	21	21
Temporary Construction (Direct and Indirect)	25	25

25

Estimated State & Regional Benefits (Discounted Present Value*)

Total State and Regional Benefits	\$ 2,293,103
Income Tax Revenue	\$ 1,120,994
Property Tax/PILOT Revenue	\$ 281,702
Sales Tax Revenue	\$ 890,407

Estimated Project Incentives (Discounted Present Value*)

Total Project Incentives	\$582,170
Property Tax	\$ 448,850
Sales Tax	\$ 112,320
Mortgage Tax	\$ 21,000

* Figures over 15 years and discounted by 3.49%

** Direct - The recipient of IDA assistance adds new jobs to the regional economy and/or retains jobs at risk of being lost to another region. Investments that result in displacing existing jobs (e.g., most retail and many service sector industries) do not fall under this definition.

*** Indirect - The recipient of IDA assistance makes purchases from regional firms, which stimulates suppliers to add jobs and payroll that are new to the regional economy or are saved from being lost to competitors outside the region.

**** Induced - The recipient of IDA assistance by adding to and/or retaining payroll stimulates household spending that is new to the regional economy and/or saved from being lost to competitors outside the region.

Utilizing informANALYTICS modeling software, an economic impact analysis was conducted to measure new investment and employment for the project. This software is a widely accepted and an industry standard for economic impact modeling measuring employment and salary impacts and facility output on the community for a given project.