

PROJECT SUMMARY
303 Rainbow Blvd.
Niagara Falls, NY 14303



| | | |
|-----------------------------|---|-------------------|
| Applicant: | Burger Factory Niagara Falls Inc., d/b/a A&W Franchise Restaurant | |
| Project Location: | 303 Rainbow Blvd. Niagara Falls, NY 14303 | |
| Assistance: | 5 Year PILOT Sales Tax Abatement | |
| Description: | <p>303 Rainbow Blvd. will be renovated into an A&W retail attraction. The famous A&W national franchise chain will replace the long dilapidated and highly trafficked corner of Rainbow Blvd and Third Street.</p> <p>The limited options available in the downtown corridor do not meet the demands of the tourist community; this project will help remedy this issue while also signaling to other notable brands that Niagara Falls is a viable and desirable retail location.</p> <p>The project location is in a highly distressed area as defined by Federal poverty rate and NYS unemployment rate.</p> | |
| Project Costs: | Acquisition | \$ 610,000 |
| | Construction/Improvements | \$ 250,000 |
| | FF&E | \$ 250,000 |
| | Soft costs | <u>\$ 120,000</u> |
| | TOTAL | \$ 1,230,000 |
| Employment: | Current jobs in Niagara County: | 0 |
| | New Jobs in Niagara County within 3 years: | 16 |
| | Skills: Management/Service/ Cooks/ Drivers | |
| Evaluative Criteria: | Regional Wealth Creation, Proximity/Support of Regional Tourism Attractions/Facilities, Local Revenues, Adaptive Reuse, Distressed Area | |

Niagara County Industrial Development Agency

MRB Cost Benefit Calculator



Date: January 4, 2023
 Project Title: Burger Factory Niagara Falls Inc., DBA A&W Franchise Restaurant
 Project Location: 303 Rainbow Blvd., Niagara Falls, NY 14303

Economic Impacts

Summary of Economic Impacts over the Life of the PILOT

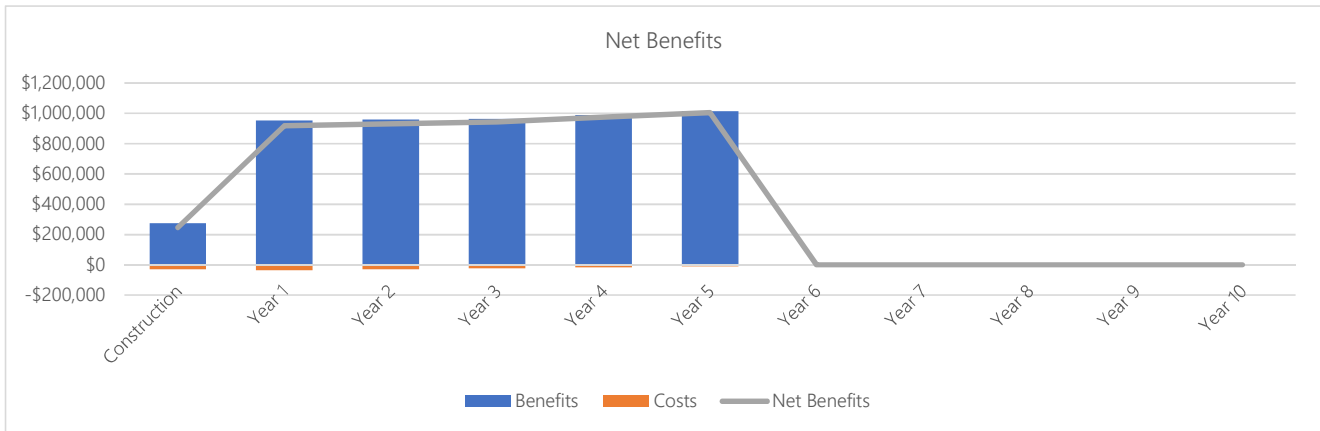
Project Total Investment

\$620,000

| Temporary (Construction) | | | |
|--------------------------|-----------|-----------|-----------|
| | Direct | Indirect | Total |
| Jobs | 3 | 1 | 4 |
| Earnings | \$207,635 | \$52,856 | \$260,491 |
| Local Spend | \$496,000 | \$178,731 | \$674,731 |

| Ongoing (Operations) | | | |
|----------------------------------|-------------|-------------|-------------|
| Aggregate over life of the PILOT | | | |
| | Direct | Indirect | Total |
| Jobs | 16 | 3 | 19 |
| Earnings | \$3,238,656 | \$1,293,622 | \$4,532,278 |

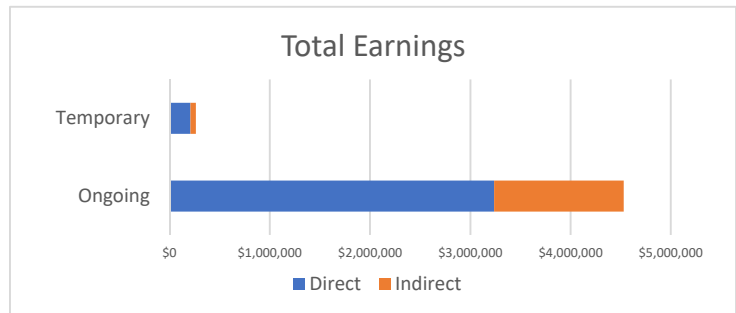
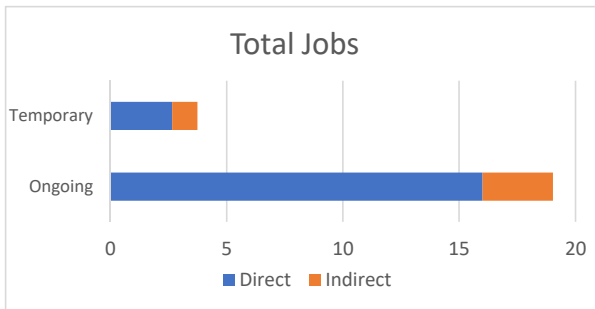
Figure 1



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

Figure 2

Figure 3



Fiscal Impacts



Cost-Benefit Analysis Tool powered by MRB Group

Estimated Costs of Exemptions

| | Nominal Value | Discounted Value* |
|--|------------------|-------------------|
| Property Tax Exemption | \$112,077 | \$106,796 |
| Sales Tax Exemption | \$30,000 | \$30,000 |
| Local Sales Tax Exemption | \$15,000 | \$15,000 |
| State Sales Tax Exemption | \$15,000 | \$15,000 |
| Mortgage Recording Tax Exemption | \$0 | \$0 |
| Local Mortgage Recording Tax Exemption | \$0 | \$0 |
| State Mortgage Recording Tax Exemption | \$0 | \$0 |
| Total Costs | \$142,077 | \$136,796 |

State and Local Benefits

| | Nominal Value | Discounted Value* |
|---|--------------------|--------------------|
| Local Benefits | \$4,907,909 | \$4,638,858 |
| To Private Individuals | \$4,792,769 | \$4,531,358 |
| Temporary Payroll | \$260,491 | \$260,491 |
| Ongoing Payroll | \$4,532,278 | \$4,270,867 |
| Other Payments to Private Individuals | \$0 | \$0 |
| To the Public | \$115,139 | \$107,500 |
| Increase in Property Tax Revenue | \$81,590 | \$75,781 |
| Temporary Jobs - Sales Tax Revenue | \$1,823 | \$1,823 |
| Ongoing Jobs - Sales Tax Revenue | \$31,726 | \$29,896 |
| Other Local Municipal Revenue | \$0 | \$0 |
| State Benefits | \$249,224 | \$235,631 |
| To the Public | \$249,224 | \$235,631 |
| Temporary Income Tax Revenue | \$11,722 | \$11,722 |
| Ongoing Income Tax Revenue | \$203,953 | \$192,189 |
| Temporary Jobs - Sales Tax Revenue | \$1,823 | \$1,823 |
| Ongoing Jobs - Sales Tax Revenue | \$31,726 | \$29,896 |
| Total Benefits to State & Region | \$5,157,133 | \$4,874,489 |

Benefit to Cost Ratio

| | Benefit* | Cost* | Ratio |
|--------------------|--------------------|------------------|-------------|
| Local | \$4,638,858 | \$121,796 | 38:1 |
| State | \$235,631 | \$15,000 | 16:1 |
| Grand Total | \$4,874,489 | \$136,796 | 36:1 |

*Discounted at 2%

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

Additional Revenues:

| | |
|-------------------|----------|
| County | \$12,945 |
| City/Town/Village | \$52,322 |
| School District | \$26,432 |

Estimated Value of Goods and Services to be exempt from sales and use tax as a result of the Agency's involvement in the Project. PLEASE NOTE: These amounts will be verified and there is potential for a recapture of sales tax exemptions (see "Recapture" on page 11 of the Application).

(To be used on the NYS ST-60)

Additional Comments from IDA

(ACS 2019- 5 year est.) Census Tract 211 45.5% federal poverty rate & unemployment rate is 8.8%