

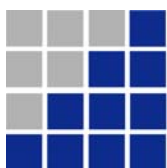
---

SCANNELL PROPERTIES, LLC  
FEDEX DISTRIBUTION FACILITY  
East Greenbush, NY

**FISCAL IMPACT STUDY**

April 2010

Prepared By



**camoin associates**  
ECONOMIC DEVELOPMENT

P.O. Box 3367  
Saratoga Springs, NY 12866  
(518) 899-2608  
[www.camoinassociates.com](http://www.camoinassociates.com)

---

## TABLE OF CONTENTS

<b>EXECUTIVE SUMMARY</b>	<b>2</b>
<b>INTRODUCTION</b>	<b>4</b>
<b>ANNUAL IMPACT</b>	<b>5</b>
<b>Overview</b>	<b>5</b>
<b>Public Safety Services</b>	<b>6</b>
Overview	6
Police Department	6
Fire District	7
Emergency Medical Services	9
<b>Town General Fund</b>	<b>11</b>
Variable General Fund Revenues	11
Variable General Fund Expenditures	15
Net Impact to General Fund	17
<b>East Greenbush Central School District</b>	<b>18</b>
<b>Other Service Districts</b>	<b>19</b>
Water District	19
Sewer District	20
Library and Highway Funds	21
<b>ONE TIME IMPACT</b>	<b>24</b>
<b>Impact Fees</b>	<b>24</b>
Overview	24
Impact Fee Summary	25
<b>Development Fees</b>	<b>27</b>
<b>SUMMARY OF TOTAL FISCAL IMPACTS</b>	<b>28</b>
<b>ECONOMIC IMPACT</b>	<b>31</b>

## Executive Summary

Camoin Associates was commissioned by Scannell Properties, LLC to conduct an economic and fiscal impact study of a proposed distribution facility to be constructed on Troy Road (U.S. Route 4) in the Town of East Greenbush, New York and to be occupied by FedEx Ground (“the Project”). The analysis compares the new revenues that local taxing districts will accrue to the new costs that those districts may incur through the provision of public service delivery. Below is a listing of all *current* property tax payments paid by the property owner.

Current Property Taxes												
Town & Town-Wide Districts					Miscellaneous Districts					County	Total	
General Fund	Highway	Library	Rescue Squad	Subtotal	School District	Fire District	Sewer	Water	Subtotal	County	Grand Total	
\$24,722	\$15,586	\$7,932	\$2,573	<b>\$50,814</b>	\$211,190	\$8,909	\$10,288	\$2,461	<b>\$232,848</b>	<b>\$60,978</b>	<b>\$344,641</b>	

The analysis assumes that the current situation will remain unchanged and that current property taxes will continue to be paid by the future property owner. The purpose of the fiscal analysis is specifically to analyze the *increase* in revenue and costs that would impact affected tax districts as a result of the Project. A summary of the findings is shown in the table below.

Summary of Total Fiscal Impacts			
Summary displays the net increase in revenue [total new revenue minus total new costs] to local taxing jurisdictions as a result of the project, and excludes existing property tax payments shown above.			
Year	Town & Town-Wide Districts	Miscellaneous Districts	Total Net Increased Revenue
2012	\$150,800	\$14,556	\$165,356
2013	\$12,182	\$17,702	\$29,884
2014	\$13,422	\$24,198	\$37,620
2015	\$14,662	\$30,695	\$45,357
2016	\$15,902	\$37,191	\$53,093
2017	\$17,141	\$43,688	\$60,829
2018	\$18,381	\$50,184	\$68,566
2019	\$19,621	\$56,681	\$76,302
2020	\$20,861	\$63,177	\$84,038
2021	\$22,101	\$69,673	\$91,775
2022	\$23,341	\$76,170	\$99,511
2023	\$24,581	\$82,666	\$107,247
2024	\$25,821	\$89,163	\$114,984
2025	\$27,061	\$95,659	\$122,720
2026	\$28,301	\$102,155	\$130,456
2027	\$29,541	\$108,652	\$138,193
2028	\$30,781	\$115,148	\$145,929
2029	\$32,020	\$121,645	\$153,665
2030	\$33,260	\$128,141	\$161,402
2031	\$34,500	\$134,638	\$169,138

The total positive impact in year one (2012) is \$165,356. This figure includes one-time impacts which are \$37,200 in development fees and \$106,008 in impact fees paid by the developer. The positive net annual impact in year two (2013) is \$29,884 and increases steadily with estimated PILOT payments to a total positive net annual impact in year 20 (2031) of \$169,138<sup>1</sup>.

There will also be a significant community-wide economic impact. The estimated total economic impact to Rensselaer County is 536 net new full-time equivalent (FTE)<sup>2</sup> employment positions and independent contractor opportunities, and \$34,177,200 in net new annual earnings, as shown in the table below. Of the 536 FTE employment positions and independent contractor opportunities to be created, 317 will be on-site employment positions and independent contractor opportunities created by FedEx Ground and the remaining 219 are jobs that are the result of the increased economic activity created by the Project in Rensselaer County.

<b>Summary of Economic Impacts to Rensselaer County</b>			
	Direct	Indirect and Induced	Total
FTE	317	219	<b>536</b>
Annual Earnings	\$22,485,000	\$11,692,200	<b>\$34,177,200</b>

---

<sup>1</sup> All figures expressed in 2010 constant dollars, and include both one-time and annual fiscal impacts.

<sup>2</sup> An FTE includes full-time employment positions and independent contractor opportunities along with a conversion for part-time positions based upon the number of hours worked. As an example, two part-time workers each working 20 hours per week would be equal to one FTE.

## Introduction

Camoin Associates was commissioned by Scannell Properties, LLC to conduct an economic and fiscal impact study of a proposed distribution facility to be constructed on Troy Road (U.S. Route 4) in the Town of East Greenbush, New York and to be occupied by FedEx Ground (“the Project”). The objective of this study is to analyze the impact of the Project on the fiscal resources of the Town of East Greenbush (the “Town”) and the East Greenbush Central School District (the “School District”). As part of this study, Camoin Associates also examined the potential impact on all other local public service districts and the economic impact of the Project.

Data and information used in this study were gathered from various sources, including:

- Scannell Properties provided all information regarding the Project, including a description of the planned uses at the Project site, building square footage information, the estimated taxable value of the Project upon completion, a description of the estimated water and sewer usage rates, PILOT schedule, and an estimate of employment positions and independent contractor opportunities that will be created upon completion.
- The East Greenbush Central School District Business Office supplied the annual school budget.
- The Town of East Greenbush Comptroller and Clerk’s Office provided 2010 budget information.
- Rensselaer County Bureau of Taxing Services and Town of East Greenbush Assessor supplied data on property tax rates in the Town and total assessed value in the Town and County.
- Rensselaer County Bureau of Finance supplied data related to the distribution of sales tax revenue in the County.
- The Town of East Greenbush Police Department provided information on the annual number of police calls in the Town of East Greenbush and made a determination as to what, if any, impact the Project might have on the level of police services available to Town residents.
- East Greenbush Fire District #3 provided information on the annual number of fire calls in the district and made a determination as to what, if any, impact the Project might have on the level of fire services available to Town residents.
- The W.F. Bruen Rescue Squad provided information on the annual number of EMS calls in the Town of East Greenbush and made a determination as to what, if any, impact the Project might have on the level of EMS available to Town residents.
- Town of East Greenbush Planning Department and Town Engineer provided information on water and sewer service, impact fees and cost of water and sewer service.
- The Town of East Greenbush Supervisor’s Office provided information on what, if any, impact the Project might have on the level of general government services.

## Annual Impact

### Overview

The annual fiscal impact analysis compares the increased annual costs to local public service districts to the increased revenues received by those districts due to the Project. The costs come in the form of increased demand for government services and the revenues come in the form of increased tax and fee revenue. This analysis will look at each local taxing district that is affected by the Project individually then will combine the impacts with one-time fiscal impacts to form a total net fiscal impact to local public services. The taxing districts analyzed are:

- Town of East Greenbush (General Fund)
- School District
- Highway District
- East Greenbush Public Library
- W.F. Bruen Rescue Squad
- East Greenbush Fire District #3
- 3<sup>rd</sup> Avenue Sewer District
- General Water District

The current owner of the Project site pays property taxes to all these districts based on the assessed value of the property. A summary of the current (2010) property taxes paid by the property owner are shown in the following table.

Current Property Taxes											
Town & Town-Wide Districts					Miscellaneous Districts					County	Total
General Fund	Highway	Library	Rescue Squad	Subtotal	School District	Fire District	Sewer	Water	Subtotal	County	Grand Total
\$24,722	\$15,586	\$7,932	\$2,573	<b>\$50,814</b>	\$211,190	\$8,909	\$10,288	\$2,461	<b>\$232,848</b>	<b>\$60,978</b>	<b>\$344,641</b>

The Project will improve the site, and therefore increase property tax and other revenue to all districts above current levels<sup>3</sup>. Some of the districts will have increased demands for public services resulting from the Project thereby increasing costs, while other districts will be unaffected. The analysis specifically focuses on the increase in revenues and costs above current levels. The impact to each district is addressed in the following sections.

---

<sup>3</sup> Except the Water District due to how taxes are calculated. For a complete explanation, see the Water District section of the report.

## **Public Safety Services**

### **Overview**

Public Safety is a significant responsibility for local governments and is often one of the highest cost services. For this reason, this report pays particular attention to the impacts of the project on public safety services. What follows is an analysis of the impacts of the Project on the provision of police, fire and emergency medical services.

The Town of East Greenbush Police Department (the “Police Department”) provides police services to Town residents and businesses. Funding for the Police Department comes from the Town General Fund, and the fiscal impacts of police service delivery will be included in the total impacts to the Town’s General Fund. East Greenbush Fire District #3 (the “Fire District”) provides fire service to the project site<sup>4</sup>. The Fire District is a separate taxing jurisdiction, the boundaries of which include part of the Town of East Greenbush and part of the Town of Schodack. The fiscal impacts to the Fire District will be summarized separately from the impacts to the General Fund. EMS service is provided to Town residents and businesses by the W.F. Bruen Emergency Medical Squad (“Rescue Squad”) which is partially funded by a taxing district that is coterminous with the Town boundaries. Fiscal impacts to the Rescue Squad will also be summarized separately from the fiscal impacts to the other two public safety services.

### **Police Department**

In order to determine the possible impact the Project will have on the level of police services the Police Department provides to Town residents, Camoin Associates interviewed Chief of Police Christopher Lavin. Chief Lavin indicated that the effects of the Project on police service would be negligible. The previous user of the site, Albany International Corporation<sup>5</sup>, generated few police calls, and the Project will be a similar heavy commercial/industrial use and therefore will also generate few police calls. Chief Lavin also commented on the increase in truck traffic. Since the trucks will only need to travel 0.6 miles to reach the Interstate, there will be little exposure within the community and therefore very few traffic incidents.

The East Greenbush Police Department responds to approximately 12,000 calls per year. Camoin Associates asked Chief Lavin to estimate the number of calls that may be created as a result of the new project. Based on the call volumes that occurred at Albany International when it was operational, Chief Lavin estimated that a total of 24 calls for all public safety services would

---

<sup>4</sup> The Project property is two tax parcels that are separated by a utility easement used by National Grid. The larger of the two parcels contains the standing Albany International Corporation building and will be the site of the new FedEx Ground facility. The smaller parcel is primarily wetlands, and will not be improved except for possible tree planting. The larger parcel is located in the bounds of the East Greenbush Fire District #3, but the smaller parcel is located in Clinton Heights Fire District. Since no improvements will be made to the smaller parcel, and the assessed value is very small in comparison to the larger parcel, we will treat the Project as though both parcels are located in East Greenbush Fire District #3 for the purposes of this analysis.

<sup>5</sup> Albany International Corporation operated a manufacturing facility that produced textile products for use in the paper industry.

be the maximum per year at the Project site. Chief Lavin also indicated that any increase in call volume could be handled with existing Police Department staff and equipment.

The adopted 2010 Town of East Greenbush budget appropriated \$1,958,596 for the Police Department, which included \$1,798,596 for Personal Services, \$35,000 for Equipment, and \$125,000 for Contractual Expenses. As indicated by Chief Lavin, the Police Department has sufficient staff and equipment to serve the Project, and therefore Personal Services and Equipment are considered fixed costs. Contractual Expenses include items such as fuel, vehicle maintenance, criminal identification, office supplies and other costs that will be affected by the Project and are therefore considered variable costs.

2010 Police and Constable Expenditures	
Personal Services	\$1,798,596
Equipment	\$35,000
Contractual Expenses	\$125,000
<b>Total</b>	<b>\$1,958,596</b>

With \$125,000 in variable Police Department costs, an average annual volume of 12,000 calls equates to an estimated average variable cost per call of \$10.42, as shown in the table below.

Variable Cost Per Police Call	
Variable Costs	\$125,000
Avg. Annual Call Volume	12,000
<b>Variable Cost per Call</b>	<b>\$10.42</b>

*Source: East Greenbush 2010 Adopted Budget, East Greenbush Police Department*

The table below shows the calculation used to estimate increased annual costs to the Police Department. Using an estimate of 17 calls per year<sup>6</sup>, at a cost of \$10.42 per call, the result totals an estimated annual increased cost of \$177 per year due to the Project.

Estimated Increased Annual Cost to Police Department	
Estimated Increased Calls	17
Cost per Call	\$10.42
<b>Increased costs</b>	<b>\$177</b>

### Fire District

The Town of East Greenbush is served by three fire districts. The project is located in East Greenbush Fire District #3. The Fire District is an all volunteer force. Costs for equipment,

---

<sup>6</sup> The Police Chief provided an estimate of 24 total public safety calls and the Rescue Squad Paramedic Supervisor provided an estimate of six to eight EMS calls. Using these estimates and the current relative distribution of public safety calls between police, fire and EMS, Camoin Associates determined that the Police Department would see an increase of 17 calls per year, the Fire District would receive an additional one call per year, and the Rescue Squad would receive an additional six calls per year.

facilities and maintenance are paid by revenue from a property tax levied within the district. To determine the impact of the Project on the Fire District, Camoin Associates interviewed Fire Chief Ed Martino.

Chief Martino indicated that the Fire District has existing needs for equipment, specifically a thermal imaging camera<sup>7</sup> and software upgrades to map hydrant locations for the box alarm system. Chief Martino also indicated that the Fire District will not require any additional equipment to provide fire service to the Project and that any increase in call volumes can be handled with existing staff levels.

The total 2010 Fire District budget is \$849,364. Of the total budget, some costs are considered variable due to the Project, and some costs such as rental of stations are fixed in that they will not increase due to the Project. The table below shows all the costs that are variable.

Variable Fire District Costs	
Expendable Supplies	\$2,000
Fire Police	\$3,375
Petty Cash	\$1,000
Fire Phones	\$9,000
Insurance	\$23,000
Repairs and Maintenance	\$102,800
Vehicle Fuel	\$20,000
Misc. Contracts	\$39,325
Radio Repairs/Supplies	\$69,000
Fire Prevention	\$7,000
Fire Co. Contracts	\$34,839
<b>Total</b>	<b>\$311,339</b>

*Source: East Greenbush Fire District #3 Budget Report Jan to Dec 2010.*

Chief Martino indicated that in a given year the Fire District responds to approximately 400 calls. Based on this estimate and the Fire District’s budget, Camoin Associates estimated the variable cost per call which is summarized in the following table. The results show that variable costs divided by average annual call volume forms an estimate of \$778 per call.

Estimated Variable Cost per Call	
Variable Costs	\$ 311,339
Avg. Annual Call Volume	400
<b>Variable Cost per Call</b>	<b>\$ 778</b>

*Call volume estimate provided by East Greenbush Fire District #3*

With an estimated increase in call volume of one (1) fire call per year due to the Project, the total estimated increase in costs to the Fire District is \$778 as shown in the following table.

<sup>7</sup> At an approximate cost of \$30,000.

Estimated Increased Annual Cost to Fire District	
Estimated Increased Calls	1
Cost per Call	\$778
<b>Increased costs</b>	<b>\$778</b>

The Project will create additional revenue for the Fire District through increased property tax payments<sup>8</sup>. The increase in assessed value from the project will be \$6,487,300. Based on the 2010 Fire District tax rate of \$0.844 per \$1,000 of assessed value, the annual increased property tax payments due to the Project will be \$5,481. The table below summarizes the total impact of the Project on the Fire District. With an additional \$5,481 dollars in revenue from property tax payments, and \$778 in new costs from increased call volumes, the net fiscal impact to the Fire District is positive and totals \$4,703 annually.

Summary of Net Impact to Fire District				
Estimated Property Tax Payment	Current Property Tax Payment	New Property Tax Revenue	New Costs	Net Benefit
\$14,390	\$8,909	\$5,481	(\$778)	\$4,703

### Emergency Medical Services

The W.F. Bruen Rescue Squad (the “Rescue Squad”) is funded by a special tax district that is coterminous with the Town boundaries and by reimbursements from health insurers. The Rescue Squad is staffed by both volunteer and paid members, and has a total budget of \$900,300. During the day, the squad operates two ambulances and two ALS fly cars. At night the Rescue Squad operates one ambulance and one ALS fly car.

Camoin Associates interviewed Paramedic Supervisor Rich Cellucci to provide an assessment of impacts the Project will have on the Rescue Squad. Mr. Cellucci indicated that the department has existing staffing and equipment needs to meet current demand for services, noting that East Greenbush has fairly high demand for EMS services relative to its size. Specifically, Mr. Cellucci noted the need for additional staff and an automated CPR machine. When asked about the impacts of the Project, Mr. Cellucci noted that there would be a minor impact, and speculated that the Project could generate six to eight calls per year. Mr. Cellucci indicated that any potential impact could be served with current equipment and staff levels.

To determine the cost impacts on the Rescue Squad due to increased call volumes, Camoin Associates identified variable costs. A listing of variable costs identified in the 2010 Rescue Squad budget is shown on the next page.

---

<sup>8</sup> The Fire District will not be affected by a PILOT. The only affected districts will be the General Fund, Highway Fund, and School District.

Variable Costs	
Fleet (Fuel & Maintenance Only)	\$30,000
Insurance	\$82,100
Office	\$11,000
Other Equipment	\$33,200
Utilities	\$28,500
<b>Total</b>	<b>\$184,800</b>

Source: 2010 W.F. Bruen Rescue Squad Budget

Health insurance providers are charged by the Rescue Squad per call, and these insurance chargebacks will cover the majority of the Rescue Squad’s variable costs. The Rescue Squad responds to approximately 1,700 calls per year, and according to the 2010 budget anticipates \$448,000 in payments from health insurers for 2010. Using these figures, Camoin Associates formed an estimate of the property tax burden required per call, which is summarized in the table below. With total annual variable costs of \$184,800 and total annual call volumes of 1,700 calls, the Rescue Squad’s total variable cost per call is \$109. If the Rescue Squad receives \$448,000 in insurance chargebacks, that equates to \$264 per call. Since the insurance chargebacks per call exceed the variable costs per call, it is assumed that insurance reimbursements will be sufficient to pay total cost for calls that are created as a result of the project. The increased charge to property taxes due to increased Rescue Squad call volumes is therefore estimated to be zero dollars.

Estimated Net Burden Cost per Call	
Variable Costs	\$184,800
Average Call Volume	1700
Variable Cost per Call	\$109
Revenue from Insurance Chargebacks	\$448,000
Insurance Chargebacks per call	\$264
<b>Net Charges per Call</b>	<b>\$0</b>

Source: 2010 W.F. Bruen Rescue Squad Budget, & Camoin Associates

The Rescue Squad taxing district charges a tax rate of \$0.244 per \$1,000 of assessed value. Based on the estimated increase in assessed value as a result of the Project<sup>9</sup>, the increased property tax revenue to the Rescue Squad will be approximately \$1,583 annually. Comparing the new property tax revenue to the increased costs yields a positive net fiscal impact to the Rescue Squad of approximately \$1,583 annually.

Summary of Net Impact to Rescue Squad				
Estimated Property Tax	Current Property Tax Payment	New Property Tax Revenue	New Costs	Net Benefit
\$4,157	\$2,573	\$1,583	\$0	\$1,583

<sup>9</sup> Estimated increase in assessed value is \$6,487,300 as provided by Scannell Properties, and described in more detail in the Variable General Fund Expenses section of this report.

## **Town General Fund**

### **Variable General Fund Revenues**

The largest revenue source for the Town's General Fund is local property taxes. The Project has applied to the County IDA for a PILOT<sup>10</sup> (payment in lieu of taxes) agreement and this analysis assumes that the agreement will be in effect. PILOT payments will replace property tax payments to the General Fund. In this case, the PILOT agreement would last for 20 years and in the first year the property owner would pay the current value of taxes plus 0% of the increase in taxes above current levels. In the second year the property owner would pay the current value (2010) of taxes plus 5% of the increase in taxes. The payments will continue to increase by 5% of the increased payments due to the increase in assessment reaching 100% in year 20. The taxing districts that will be affected by the PILOT are the General Fund, the School District, and the Highway Fund. The other five districts will receive annual property tax payments in the standard fashion.

The table on the following page shows the PILOT payment schedule for the Town's General Fund, this is also a useful illustration of how the PILOT will work for other affected funds. The PILOT is estimated assuming that the Project will be completed in 2011, and the first tax year will be 2012. In 2012 the total PILOT payment will be \$24,722, which is equal to the current property tax payments, so the net increase in revenue to the General Fund is \$0. In the following year the PILOT payment will be \$25,483 (the current property tax plus 5% of the increase in property tax due to the increased assessed value of the property<sup>11</sup>) and so the increased revenue to the General Fund will be \$760. As the table shows, the PILOT payments will grow steadily for 20 years reaching the current tax payment plus 100% of the increased property tax due to the increase in assessed value by 2031.

---

<sup>10</sup> Scannell Properties, LLC has submitted an application for assistance to the County IDA, which includes a PILOT agreement that is assumed to be in effect for the purposes of this analysis.

<sup>11</sup> The increase in assessed value is approximately \$6,487,300. This figure times the current tax rate is \$14,449. 5% of \$14,449 is \$760 dollars.

Town General Fund PILOT			
Year	PILOT Payment	Current Property Tax Payment	Increased Revenue
2012	\$24,722	\$24,722	\$0
2013	\$25,483	\$24,722	\$760
2014	\$26,243	\$24,722	\$1,521
2015	\$27,004	\$24,722	\$2,281
2016	\$27,764	\$24,722	\$3,042
2017	\$28,525	\$24,722	\$3,802
2018	\$29,285	\$24,722	\$4,563
2019	\$30,046	\$24,722	\$5,323
2020	\$30,806	\$24,722	\$6,084
2021	\$31,567	\$24,722	\$6,844
2022	\$32,327	\$24,722	\$7,605
2023	\$33,088	\$24,722	\$8,365
2024	\$33,848	\$24,722	\$9,126
2025	\$34,609	\$24,722	\$9,886
2026	\$35,369	\$24,722	\$10,647
2027	\$36,130	\$24,722	\$11,407
2028	\$36,890	\$24,722	\$12,168
2029	\$37,651	\$24,722	\$12,928
2030	\$38,411	\$24,722	\$13,689
2031	\$39,171	\$24,722	\$14,449

Source: Scannell Properties

The second largest revenue source for the Town’s General Fund is sales tax collected by the County and distributed to towns, villages and cities in Rensselaer County based on a formula. In total, towns and villages receive 11.5% of all sales tax collected in Rensselaer County, this amount is then distributed to the towns and villages based on an assessed value formula. The sales tax formula is a municipality’s total assessed value divided by Rensselaer County’s total assessed value (excluding the Cities of Troy and Rensselaer). The Project will have an impact on sales tax by increasing the Town of East Greenbush’s total assessed value relative to the other towns and villages in the County, and thereby increasing the proportion of sales tax it receives. The Town’s estimated increase in sales tax revenue is summarized below.

Estimated Sales Tax Increase	
Total Rensselaer County Non-City Assessment	\$9,397,955,989
Current East Greenbush Town Assessment	\$1,968,521,862
Current Proportion of Sales Tax	20.95%
Increase in Assessment	\$6,487,300
New Proportion of Sales Tax	21.00%
Increase in Sales Tax	0.26%
2010 Town Sales Tax Revenue	\$1,500,000
Increase in Sales Tax	\$3,905

Source: Rensselaer County, Town of East Greenbush, Camoin Associates

In addition to property tax, sales tax and PILOT payments, there are a variety of other sources of revenue for the Town General Fund such as State Aid, fees, fines and forfeitures, and several others. Some of these sources of revenue will vary due to the project and others will remain fixed. The following table lists the variable sources of revenue (“Other General Fund Variable Revenues”), which excludes property tax, sales tax and PILOT payments

Other General Fund Variable Revenues	
2010 Town of East Greenbush Budget	
Interest and Penalties on Property Tax	\$ 30,000
Franchise Fees	\$ 191,809
Departmental Income less Landfill & Recycling Fees	\$ 282,531
Use of Money and Property	\$ 75,500
Fines and Forfeitures	\$ 308,000
Sale of Property and Compensation for Loss	\$ 4,500
Miscellaneous	\$ 28,000
<b>Total</b>	<b>\$ 920,340</b>

The table below shows the amount of revenue generated from Other General Fund Variable Revenues per total assessed value. The 2010 total assessed value for the Town of East Greenbush is \$1,968,521,862. Dividing this figure by total Other General Fund Variable Revenues generates estimated variable revenue of \$0.468 per \$1,000 of assessed value.

Other General Fund Variable Revenues Per \$1,000 Assessed Value	
Total Town Assessed Value	\$1,968,521,862
Total Other General Fund Variable Revenues	\$920,340
<b>Variable Revenues per \$1,000 of Assessed Value</b>	<b>\$0.468</b>

The Project will create an estimated increase of \$6,487,300 in assessed value. Based on \$0.671 of Other General Fund Variable Revenue per \$1,000 of assessed value, the Project will generate an estimated increase of \$3,033 per year in revenue for the Town.

<b>Estimated Increase in Other General Fund Variable Revenues</b>	
Increase in Assessment	\$6,487,300
Variable Costs Per \$1,000 Assessed Value	\$0.468
<b>Increase in Other Variable Revenues</b>	<b>\$3,033</b>

The combined total of all sources of increased General Fund revenue (PILOT payments, sales tax, and Other General Fund Variable Revenues) is shown in the table below. Total General Fund annual revenues will be \$6,938 in 2012 and increase with the PILOT to \$21,387 in total annual revenues in 2031. [Note: This does not include one-time fee revenue discussed elsewhere.]

<b>Estimated Annual Increased General Fund Revenue</b>				
Year	Increased Revenue			
	PILOT	Sales Tax	Other	Total
2012	\$0	\$3,905	\$3,033	<b>\$6,938</b>
2013	\$760	\$3,905	\$3,033	<b>\$7,699</b>
2014	\$1,521	\$3,905	\$3,033	<b>\$8,459</b>
2015	\$2,281	\$3,905	\$3,033	<b>\$9,220</b>
2016	\$3,042	\$3,905	\$3,033	<b>\$9,980</b>
2017	\$3,802	\$3,905	\$3,033	<b>\$10,741</b>
2018	\$4,563	\$3,905	\$3,033	<b>\$11,501</b>
2019	\$5,323	\$3,905	\$3,033	<b>\$12,262</b>
2020	\$6,084	\$3,905	\$3,033	<b>\$13,022</b>
2021	\$6,844	\$3,905	\$3,033	<b>\$13,782</b>
2022	\$7,605	\$3,905	\$3,033	<b>\$14,543</b>
2023	\$8,365	\$3,905	\$3,033	<b>\$15,303</b>
2024	\$9,126	\$3,905	\$3,033	<b>\$16,064</b>
2025	\$9,886	\$3,905	\$3,033	<b>\$16,824</b>
2026	\$10,647	\$3,905	\$3,033	<b>\$17,585</b>
2027	\$11,407	\$3,905	\$3,033	<b>\$18,345</b>
2028	\$12,168	\$3,905	\$3,033	<b>\$19,106</b>
2029	\$12,928	\$3,905	\$3,033	<b>\$19,866</b>
2030	\$13,689	\$3,905	\$3,033	<b>\$20,627</b>
2031	\$14,449	\$3,905	\$3,033	<b>\$21,387</b>
<b>Total</b>	<b>\$144,492</b>	<b>\$78,103</b>	<b>\$60,660</b>	<b>\$283,255</b>

## Variable General Fund Expenditures

In addition to the new costs for police services discussed in the Public Safety Services section of this report, there are a number of other annual Town General Fund expenses that will be affected by the Project. Camoin Associates identified General Fund departmental expenditures that will likely vary due to the Project. Camoin Associates also interviewed Town of East Greenbush Deputy Supervisor Rich Benko to gain additional insight into the impacts of the Project. When asked about general government services, such as tax collection, assessment, the clerk's office, planning, and building inspection Mr. Benko indicated that no new staff or overtime hours would be needed to provide government service delivery to the Project. To account for this, Personal Service costs were subtracted from each departmental budget that is identified as variable. The remaining variable costs are Contractual Expenses and Equipment for each variable departmental budget. A summary of the departments that are variable and the cost of Contractual Expenses and Equipment for those departments is shown below.

<b>Variable General Fund Expenditures (Excluding Police Department)</b>	
<b>2010 Town of East Greenbush Budget</b>	
Municipal Court	\$10,000
Director of Finance	\$750
Comptroller	\$1,000
Independent Auditing and Accounting	\$16,000
Purchasing	\$1,000
Tax Collection	\$6,710
Assessment	\$11,000
Clerk	\$6,000
Attorney	\$40,000
Central Communication Systems	\$20,000
Central Printing and Mailing	\$15,000
Special Items	\$303,814
Safety Inspection	\$16,000
Street Lighting	\$178,797
Historian	\$200
Zoning	\$9,000
Planning	\$54,825
Beautification	\$2,500
<b>Total</b>	<b>\$692,596</b>

Variable expenditures were then compared to total assessed value to form an estimate of the variable expenses per unit of assessed value. Variable expenditures (excluding Police Department expenditures) per \$1,000 of assessed value equates to \$0.35, as shown in the table below.

<b>Variable Expenditures Excluding Police Department Per \$1,000 Assessed Value</b>	
Total Town Assessed Value	\$1,968,521,862
Total Variable Expenditures	\$692,596
<b>Variable Expenditures per \$1,000 of Assessed Value</b>	<b>\$0.35</b>

To determine the increase of variable expenditures (excluding Police Department expenditures) due to the Project, the increase in assessed value at the Project site was multiplied by the variable cost per \$1,000 of assessed value as defined above. The table below summarizes this calculation. The current assessed value of the property is \$10,544,700, and the estimated assessed value of the completed Project is \$17,032,000. Therefore the estimated increase in assessed value is \$6,487,300. The increase in assessed value multiplied by the variable cost per assessed value results in an estimated total of \$2,282 in increased variable fund expenditures (excluding Police Department expenditures) per year.

<b>Estimated Increase in General Fund Expenditures Excluding Police Department</b>	
Current Assessed Value	\$10,544,700
Assessed Value After Build-Out	\$17,032,000
Increase in Assessment	\$6,487,300
Variable Costs Per \$1,000 Assessed Value	\$0.352
<b>Increase in Variable Expenditures</b>	<b>\$2,282</b>

*Source: Assessed Value Estimate Provided by Scannell Properties*

Combining the increase in costs for the Police Department and other General Fund variable expenditures generates a total annual increased cost of \$2,460 for the Town of East Greenbush General Fund, which is shown in the table below.

<b>Estimate Increased General Fund Expenditures Summary</b>	
Police Department Expenditures Increase	\$177
All Other General Fund Expenditures Increase	\$2,282
<b>Total Annual Increased General Fund Expenditures</b>	<b>\$2,460</b>

## Net Impact to General Fund

Comparing the total increased expenditures and increased revenues, the following table shows the Project will have an estimated positive net impact of \$4,479 in 2012 which steadily increases to a positive net impact of \$18,928 in 2031 to the Town's General Fund. The total impact over the life of the PILOT will be a positive net value of \$234,064. [Note: However, this does not include substantial one-time fees discussed elsewhere.]

<b>Town General Fund Net Annual Impact</b>			
<b>Year</b>	<b>New Costs</b>	<b>New Revenue</b>	<b>Net Benefit</b>
2012	(\$2,460)	\$6,938	<b>\$4,479</b>
2013	(\$2,460)	\$7,699	<b>\$5,239</b>
2014	(\$2,460)	\$8,459	<b>\$6,000</b>
2015	(\$2,460)	\$9,220	<b>\$6,760</b>
2016	(\$2,460)	\$9,980	<b>\$7,521</b>
2017	(\$2,460)	\$10,741	<b>\$8,281</b>
2018	(\$2,460)	\$11,501	<b>\$9,041</b>
2019	(\$2,460)	\$12,262	<b>\$9,802</b>
2020	(\$2,460)	\$13,022	<b>\$10,562</b>
2021	(\$2,460)	\$13,782	<b>\$11,323</b>
2022	(\$2,460)	\$14,543	<b>\$12,083</b>
2023	(\$2,460)	\$15,303	<b>\$12,844</b>
2024	(\$2,460)	\$16,064	<b>\$13,604</b>
2025	(\$2,460)	\$16,824	<b>\$14,365</b>
2026	(\$2,460)	\$17,585	<b>\$15,125</b>
2027	(\$2,460)	\$18,345	<b>\$15,886</b>
2028	(\$2,460)	\$19,106	<b>\$16,646</b>
2029	(\$2,460)	\$19,866	<b>\$17,407</b>
2030	(\$2,460)	\$20,627	<b>\$18,167</b>
2031	(\$2,460)	\$21,387	<b>\$18,928</b>
<b>Total</b>	<b>(\$49,191)</b>	<b>\$283,255</b>	<b>\$234,064</b>

## **East Greenbush Central School District**

The impact to the East Greenbush Central School District (the “School District”) will be positive. The project is entirely commercial and will therefore introduce no new school aged children into the School District. Schools accrue costs by paying the expenses associated with educating children, such as teacher salaries and supplies. With no children, there will be no new costs to the School District. The Project will provide new revenue to the School District though increased property tax payments (which will likely come in the form of PILOT payments). Therefore, the net benefit to the School District will be positive. The impact of PILOT payments to the School District is shown in the table below.

<b>School District</b>					
<b>Year</b>	<b>PILOT Payments</b>	<b>Current Property Tax Payments</b>	<b>Increased Revenue</b>	<b>New Costs</b>	<b>Net Benefit</b>
2012	\$211,190	\$211,190	\$0	\$0	\$0
2013	\$217,687	\$211,190	\$6,496	\$0	\$6,496
2014	\$224,183	\$211,190	\$12,993	\$0	\$12,993
2015	\$230,680	\$211,190	\$19,489	\$0	\$19,489
2016	\$237,176	\$211,190	\$25,986	\$0	\$25,986
2017	\$243,673	\$211,190	\$32,482	\$0	\$32,482
2018	\$250,169	\$211,190	\$38,979	\$0	\$38,979
2019	\$256,665	\$211,190	\$45,475	\$0	\$45,475
2020	\$263,162	\$211,190	\$51,971	\$0	\$51,971
2021	\$269,658	\$211,190	\$58,468	\$0	\$58,468
2022	\$276,155	\$211,190	\$64,964	\$0	\$64,964
2023	\$282,651	\$211,190	\$71,461	\$0	\$71,461
2024	\$289,147	\$211,190	\$77,957	\$0	\$77,957
2025	\$295,644	\$211,190	\$84,453	\$0	\$84,453
2026	\$302,140	\$211,190	\$90,950	\$0	\$90,950
2027	\$308,637	\$211,190	\$97,446	\$0	\$97,446
2028	\$315,133	\$211,190	\$103,943	\$0	\$103,943
2029	\$321,630	\$211,190	\$110,439	\$0	\$110,439
2030	\$328,126	\$211,190	\$116,936	\$0	\$116,936
2031	\$334,622	\$211,190	\$123,432	\$0	\$123,432
<b>TOTAL</b>					<b>\$1,234,320</b>

Source: PILOT payment estimates provided by Scannell Properties

Camoin Associates used the estimated PILOT schedule provided by Scannell Properties to calculate the net benefit to the School District. Based on this PILOT schedule, the School District will begin receiving payments in excess of current property tax revenue in 2013 that will steadily increase through 2031. The total sum over the life of the PILOT will be approximately \$1,234,320.

## Other Service Districts

### Water District

The Project is located in the East Greenbush General Water District (the “Water District”). The infrastructure needed to provide water service to the Project is already in place, but any infrastructure improvement costs that may be necessary to connect to the existing system will be borne by the developer. The Water District purchases water in bulk from the City of Rensselaer and also maintains a supply well. Water distributed to the Project will be water purchased from the City of Rensselaer. The Water District receives revenue in the form of property taxes and retail usage fees charged to residents and businesses. Water District property tax revenues will not be affected by the anticipated PILOT agreement.

Increased revenues are summarized in the table below. The Project will use approximately 1,600 gallons of water per day. This will generate \$1,898 in annual revenue for the Water District based on the current retail usage charge of \$3.25 per \$1,000 gallons. Property taxes are based on the amount of linear feet of frontage of the property. Linear frontage will not change as a result of the project, so there will be no increase in annual property tax payments. The combined annual revenue of these two sources is \$1,898.

<b>Water District Revenue</b>	
<i>Service Charges</i>	
Estimated Usage (GPD)	1,600
Retail Price (per 1,000 Gallons)	\$3.25
Charge per day	\$5.20
<b>Charge per year</b>	<b>\$1,898</b>
<i>Property Tax</i>	
Estimate Property Tax Payments	\$2,461
Current Property Tax Payments	\$2,461
<b>Increased Annual Payments</b>	<b>No Increase</b>
<i>TOTAL</i>	
<b>Annual Revenue</b>	<b>\$1,898</b>

*Source: Usage estimate provided by Scannell Properties, per gallon charges provided by Town of East Greenbush*

Since no new infrastructure is required to service the Project, the increase in expenditures will be bulk water purchased from the City of Rensselaer and increased maintenance on the system due to increased usage. As shown in the table below, the City of Rensselaer charges the Water District \$1.81 per 1,000 gallons of water. Using the estimated daily usage of the Project, this equates to \$1,058 in increased cost annually. In the 2010 Water District budget, service payments for maintenance totaled \$421,000. The increase in water usage due to the Project is a 0.08% increase in water purchased from the City of Rensselaer. A 0.08% increase in service

payments is \$345 annually. The total increase in expenditures to the Water District for bulk water purchase and maintenance service payments is approximately \$1,403 annually.

<b>Water Expenditures</b>	
<i>Bulk Water Purchase</i>	
Annual Usage (G)	584,400
Price per 1,000 Gallons	\$1.81
<b>Increased Cost</b>	<b>\$1,058</b>
<i>Maintenance</i>	
2010 Service Payments	\$421,000
% increase in water purchase	0.08%
<b>Increased Cost</b>	<b>\$345</b>
<i>TOTAL</i>	
<b>Annual Cost</b>	<b>\$1,403</b>

*Source: Usage estimate provided by Scannell Properties, per gallon costs provided by Town of East Greenbush*

As shown in the table below, the net fiscal impact to the Water District is positive and is approximately \$495 per year.

<b>Summary of Water Impacts</b>		
<b>New Revenue</b>	<b>New Cost</b>	<b>Net Benefit</b>
\$1,898	(\$1,403)	\$495

### **Sewer District**

There are four sewer districts in the Town of East Greenbush and the Project is located in the 3rd Avenue Sewer District (the “Sewer District”). All districts transmit wastewater to a central sewer treatment plant. Sewer users in each district are charged on a “per gallon used” basis and an annual property tax based on assessed property value. As with water service, sewer service is already available at the project site, and any necessary improvements required to connect to the existing system will be borne by the developer.

Increased Sewer District revenues are summarized in the table below. The charge per 1,000 gallons of wastewater for users in the Sewer District is \$2.25, which equates to \$1,315 in increased annual revenue from the Project. Property taxes in the Sewer District are based on assessed property value, and the 2010 rate is \$0.976 per \$1,000 of assessed value. With an increase in assessed value of \$6,487,300, the property tax increase will be \$6,329 annually, for a total increase in revenue to the Sewer District of approximately \$7,644 per year.

<b>Sewer District Revenue</b>	
<i>Service Charges</i>	
Estimated Project Usage (GPD)	1,600
Usage Charge (per 1,000 gallons)	\$2.25
Charge per day	\$3.60
<b>Charge per year</b>	<b>\$1,315</b>
<i>Property Tax</i>	
Estimated Property Tax Payment	\$16,617
Current Property Tax Payment	\$10,288
<b>Increased Annual Payment</b>	<b>\$6,329</b>
<i>TOTAL</i>	
<b>Annual Revenue</b>	<b>\$7,644</b>

Source: Usage estimate provided by Scannell Properties, per gallon charges provided by Town of East Greenbush

Increased expenditures for the sewer district will be for treatment, maintenance and operation of the system. To determine the per gallon cost to the system, Camoin Associates asked the Town Engineer<sup>12</sup> to total all operations, maintenance and treatment expenditures for the system in 2009 and divide by the total gallons that were treated at the sewer treatment plant. The calculation produced an estimated increased cost of \$2.80 per 1,000 gallons. This value explicitly excludes current and future bond debt service which would be used for capital improvements to the system, as no such improvements are needed to service the Project. The total increased annual expenditures for the Sewer District are \$1,636, and are summarized in the table below.

<b>Sewer Expenditures</b>	
<i>Treatment &amp; Maintenance</i>	
Annual Usage (G)	584,400
Price per 1,000 Gallons	\$2.80
<b>Increased Annual Cost</b>	<b>\$1,636</b>

The total net fiscal impact to the Sewer District is shown in the table below. The positive net fiscal impact will be approximately \$6,008 per year.

<b>Summary of Sewer Impacts</b>		
<b>New Revenue</b>	<b>New Cost</b>	<b>Net Benefit</b>
\$7,644	(\$1,636)	\$6,008

## Library and Highway Funds

<sup>12</sup> Hank LaBarba of H.V. LaBarba and Associates

Library services are provided by the East Greenbush Public Library (the “Library”). The Library is funded by a taxing district that is separate from the General Fund, but is coterminous with the Town boundaries. The Project will be entirely commercial and will create no new library users. The Library will therefore have no new costs due to the Project, but will receive increased revenue in the form of property tax payments. The 2010 property tax rate for the Library is \$0.752 per \$1,000 of assessed value. The increase in property tax payments will be \$4,880 and therefore the total net positive benefit will be \$4,880 to the Library, as shown in the table below.

Net Impact East Greenbush Public Library				
Property Tax Payments	Current Property Tax	Increased Property Tax Revenue	New Costs	Net Benefit
\$12,812	\$7,932	\$4,880	\$0	\$4,880

The East Greenbush Highway District (the “Highway District”) is staffed by the Town of East Greenbush Department of Public Works. Similar to the Library, the Highway District is a separate taxing district from the General Fund with boundaries that are coterminous to the Town boundaries. No new lane miles will be created as part of the Project so there will be no increase in cost to the Highway District. Improvements to Route 4 may be implemented as part of the Project, but the cost for construction of the improvements will be paid for by the Developer and/or Federal or State funding. The Highway District is assumed to be subject to a potential PILOT agreement, and therefore the revenues to the district will change by year according the PILOT schedule. The net positive impacts are summarized in the table on the following page.

Summary of Impacts to the Highway District					
Year	PILOT Payment	Current Property Tax Payment	New Revenue	New Costs	Net Benefit
2012	\$15,586	\$15,586	\$0	\$0	\$0
2013	\$16,065	\$15,586	\$479	\$0	\$479
2014	\$16,545	\$15,586	\$959	\$0	\$959
2015	\$17,024	\$15,586	\$1,438	\$0	\$1,438
2016	\$17,503	\$15,586	\$1,918	\$0	\$1,918
2017	\$17,983	\$15,586	\$2,397	\$0	\$2,397
2018	\$18,462	\$15,586	\$2,877	\$0	\$2,877
2019	\$18,942	\$15,586	\$3,356	\$0	\$3,356
2020	\$19,421	\$15,586	\$3,835	\$0	\$3,835
2021	\$19,901	\$15,586	\$4,315	\$0	\$4,315
2022	\$20,380	\$15,586	\$4,794	\$0	\$4,794
2023	\$20,860	\$15,586	\$5,274	\$0	\$5,274
2024	\$21,339	\$15,586	\$5,753	\$0	\$5,753
2025	\$21,818	\$15,586	\$6,233	\$0	\$6,233
2026	\$22,298	\$15,586	\$6,712	\$0	\$6,712
2027	\$22,777	\$15,586	\$7,191	\$0	\$7,191
2028	\$23,257	\$15,586	\$7,671	\$0	\$7,671
2029	\$23,736	\$15,586	\$8,150	\$0	\$8,150
2030	\$24,216	\$15,586	\$8,630	\$0	\$8,630
2031	\$24,695	\$15,586	\$9,109	\$0	\$9,109
<b>TOTAL</b>					<b>\$91,092</b>

Source: PILOT payment estimates provided by Scannell Properties

## One Time Impact

### Impact Fees

#### Overview

The Project is located within the geographic limits of the Western East Greenbush Final Generic Environmental Impact Statement adopted in July of 2009 (the “Western GEIS”). The Western GEIS estimates the impact of future development in the study area on the following Town services.

- Land Use and GIS
- Water and Sewer
- Recreation
- Traffic

To mitigate the proposed impacts of future development, the Western GEIS recommends the Town establish impact fees for development activities that occur within the Western GEIS boundary. Those impact fees are scheduled for review and possible adoption by the Town Board in April of 2010, and are shown in the table below:

Proposed East Greenbush Western GEIS Impact Fees			
Category	Land Use	Fee	Unit of Measure
<b>GEIS</b>	All	\$52.29	per peak PM trip
<b>Land Use and GIS</b>	All	\$5.67	per peak PM trip
<b>Water and Sanitation</b>	Residential	\$5,100	per EDU (Equivalent Dwelling Unit)
	Non-Residential	\$5,100	per EDU (Equivalent Dwelling Unit)
<b>Recreation</b>	Residential	\$1,000	Per Dwelling Unit
	Non-Residential	\$0.98	Per Square Foot of Building
<b>Traffic</b>	Residential	\$1,325	Per Dwelling Unit
	Retail	\$4.91	Per Square Foot of Building
	Office	\$2.27	Per Square Foot of Building
	Industrial	\$1.42	Per Square Foot of Building
	Other	\$1,310	Per Peak PM Trip

The Western GEIS identifies the “existing conditions” of development within the boundary then compares this to a 20 year build-out scenario. The impact of the increase in development is what is used as the basis for adopting impact fees. The build-out scenario is based on development of undeveloped property, and expansion of developed property to the maximum lot coverage allowed by the zoning code. This means that any building square footage that was in existence at the time the Western GEIS was written would be considered the “existing conditions”.

2007 tax parcel data was used to identify the developed parcels and building square footage that formed the “existing conditions” portion of the analysis. This methodological process is the same for the other metrics used in the Western GEIS, including traffic volumes, and sewer and water usage. Page 100 of the Western GEIS describes the methodology for estimating the existing traffic volumes. The data is based on the *2006 Traffic Data Report for New York State*, published by NYSDOT. The methodology described on page 27 of the Western GEIS uses average daily flows for the years 2005, 2006, and 2007 to determine the existing conditions. 2007 tax parcel data was used to establish the “current” square footage of residential and non-residential construction to calculate the impact of future development on the water and sewer system.

In August of 2007, Albany International Corporation announced that it would cease operations at its East Greenbush facility. The physical building used by Albany International was in place and the facility was in operation in the data sets used by the Western GEIS to calculate the existing conditions for developed property, traffic volumes, and water and sewer usage. The impact fee schedule formulated in the Western GEIS and to be adopted by the Town is intended to mitigate the impact of development over and above the existing conditions level. Since the Albany International facility was in operation at this time, it is assumed that the Project will pay impact fees for increases in square footage, peak PM trips, and water and sewer consumption as compared to Albany International Corporation. This methodological assumption is consistent with the annual impacts portion of this report that examines the costs and benefits of the increase in development.

### Impact Fee Summary

The Project will be slightly larger than the Albany International facility in square footage, but the water and wastewater generation will be significantly less. A summary of the relevant differences between the two facilities is shown below.

Facility Differences			
	Albany International	Project	Change
Square Feet	209,822	251,867	42,045
Peak PM Trips	210	298	88
Water Usage			
GPD	81,522	1,600	-79,922
EDU (GPD/200)	408	8	-400

Using the above listed changes, the Project will generate a total of \$106,008 in impact fees, as shown in the table on the following page.

<b>Summary of Impact Fees</b>	
<b>GEIS</b>	
Change in Peak PM Trips	88
Fee per Peak PM Trip	\$52.29
<b>GEIS Impact Fee</b>	<b>\$4,602</b>
<b>Land Use and GIS</b>	
Change in Peak PM Trips	88
Fee per Peak PM Trip	\$6
<b>Land Use and GIS Fee</b>	<b>\$499</b>
<b>Recreation</b>	
Change in Square Footage	42,045
Fee per Square Foot	\$0.98
<b>Recreation Impact Fee</b>	<b>\$41,204</b>
<b>Water and Sanitation</b>	
Change in Usage	-400
Fee per EDU	\$5,100
<b>Water and Sanitation Impact Fee</b>	<b>n/a</b>
<b>Traffic Category</b>	
Change in Square Footage	42,045
Impact Fee Per Square Foot	\$1.42
<b>Traffic Impact Fee</b>	<b>\$59,704</b>
<b>TOTAL IMPACT FEES</b>	<b>\$106,008</b>

## **Development Fees**

In addition to impact fees, there are other development fees that the Project will pay, including fees for a building permit, sewer connection and water connection. Those fees are summarized in the table below.

<b>Development Fees</b>	
Building Permit	\$33,850
Sewer Connection	\$2,500
Water Connection	\$850
<b>Total Development Fees</b>	<b>\$37,200</b>

## Summary of Total Fiscal Impacts

The summary of impacts including one-time impacts is shown in the table on page 30. The table shows the impacts to each district for each year of the proposed PILOT. East Greenbush has more taxing districts than is common for Towns in the State of New York, so all the districts have been combined into one table to help the reader understand the complete impact to the community. There are four taxing districts which have service areas and taxing jurisdiction boundaries that are coterminous to the boundaries of the Town of East Greenbush (shown as “Town & Town-Wide Districts” on the summary table). These districts include:

- General Fund (Town of East Greenbush)
- Highway District
- Library
- Rescue Squad

All these districts will have a net positive benefit over the life of the PILOT, except the Highway District which will have a net zero fiscal impact in 2012 and positive net impact in all subsequent years. The General fund has a net benefit of \$38,329 in 2012 and \$5,239 in 2013. The additional revenue in year one is due to one-time fee revenue that will accrue to the General Fund as described in more detail below. The combined total impact to the Town & Town-Wide Districts will be a positive net annual fiscal impact in all years. The total positive impact to the Town districts over the life of the PILOT is \$594,281.

The remaining four districts are taxing districts that are affected by the Project but have district boundaries that are not the same as the Town boundaries (shown as “Miscellaneous Districts” on the summary table). These districts include:

- School District
- Fire District
- Sewer District
- Water District

All four Miscellaneous Districts will have a positive net impact in all years, except the School District which will have a net zero impact in 2012 and positive net impact in all subsequent years. The total impact to Miscellaneous Districts will be \$14,556 per year in 2013 increasing to \$134,638 per year in 2031, and will total \$1,641,781 over the life of the PILOT.

The one-time impacts are included in year one (2012)<sup>13</sup>. Each fee is added to the appropriate fund. The building permit fee is added into the General Fund in year, the sewer connection fee is

---

<sup>13</sup> Depending on the construction schedule the date of actual payment of each fee may be earlier than 2012, but is included in 2012 for purposes of this analysis.

added to the Sewer District and the water connection fee is added to the Water District. The impact fee revenue must be dedicated to projects listed in the Western GEIS or projects of similar impact. The Town will receive this revenue, but it will not be included in any existing fund. The impact fees are therefore shown in their own column in 2012.

The grand total for all East Greenbush districts affected by the Project will be approximately \$165,356 in positive net revenue in 2012; will then decrease to \$29,884 in 2013 and scale up through the subsequent years reaching \$169,138 in 2031. This “bump” in positive net impact in 2012 is due to the substantial one-time positive impacts of the Project. The total positive net fiscal impact of the Project will be \$2,056,062 in absolute terms from 2012 to 2031.

Total Fiscal Impacts (Annual and One-Time)													
Year	Town & Town-Wide Districts							Miscellaneous Districts					Total
	General Fund	Highway	Library	Rescue Squad	Impact Fees	Subtotal	School District	Fire District	Sewer	Water	Subtotal	Grand Total	
2012	\$38,329	\$0	\$4,880	\$1,583	\$106,008	\$150,800	\$0	\$4,703	\$8,508	\$1,345	\$14,556	\$165,356	
2013	\$5,239	\$479	\$4,880	\$1,583	\$0	\$12,182	\$6,496	\$4,703	\$6,008	\$495	\$17,702	\$29,884	
2014	\$6,000	\$959	\$4,880	\$1,583	\$0	\$13,422	\$12,993	\$4,703	\$6,008	\$495	\$24,198	\$37,620	
2015	\$6,760	\$1,438	\$4,880	\$1,583	\$0	\$14,662	\$19,489	\$4,703	\$6,008	\$495	\$30,695	\$45,357	
2016	\$7,521	\$1,918	\$4,880	\$1,583	\$0	\$15,902	\$25,986	\$4,703	\$6,008	\$495	\$37,191	\$53,093	
2017	\$8,281	\$2,397	\$4,880	\$1,583	\$0	\$17,141	\$32,482	\$4,703	\$6,008	\$495	\$43,688	\$60,829	
2018	\$9,041	\$2,877	\$4,880	\$1,583	\$0	\$18,381	\$38,979	\$4,703	\$6,008	\$495	\$50,184	\$68,566	
2019	\$9,802	\$3,356	\$4,880	\$1,583	\$0	\$19,621	\$45,475	\$4,703	\$6,008	\$495	\$56,681	\$76,302	
2020	\$10,562	\$3,835	\$4,880	\$1,583	\$0	\$20,861	\$51,971	\$4,703	\$6,008	\$495	\$63,177	\$84,038	
2021	\$11,323	\$4,315	\$4,880	\$1,583	\$0	\$22,101	\$58,468	\$4,703	\$6,008	\$495	\$69,673	\$91,775	
2022	\$12,083	\$4,794	\$4,880	\$1,583	\$0	\$23,341	\$64,964	\$4,703	\$6,008	\$495	\$76,170	\$99,511	
2023	\$12,844	\$5,274	\$4,880	\$1,583	\$0	\$24,581	\$71,461	\$4,703	\$6,008	\$495	\$82,666	\$107,247	
2024	\$13,604	\$5,753	\$4,880	\$1,583	\$0	\$25,821	\$77,957	\$4,703	\$6,008	\$495	\$89,163	\$114,984	
2025	\$14,365	\$6,233	\$4,880	\$1,583	\$0	\$27,061	\$84,453	\$4,703	\$6,008	\$495	\$95,659	\$122,720	
2026	\$15,125	\$6,712	\$4,880	\$1,583	\$0	\$28,301	\$90,950	\$4,703	\$6,008	\$495	\$102,155	\$130,456	
2027	\$15,886	\$7,191	\$4,880	\$1,583	\$0	\$29,541	\$97,446	\$4,703	\$6,008	\$495	\$108,652	\$138,193	
2028	\$16,646	\$7,671	\$4,880	\$1,583	\$0	\$30,781	\$103,943	\$4,703	\$6,008	\$495	\$115,148	\$145,929	
2029	\$17,407	\$8,150	\$4,880	\$1,583	\$0	\$32,020	\$110,439	\$4,703	\$6,008	\$495	\$121,645	\$153,665	
2030	\$18,167	\$8,630	\$4,880	\$1,583	\$0	\$33,260	\$116,936	\$4,703	\$6,008	\$495	\$128,141	\$161,402	
2031	\$18,928	\$9,109	\$4,880	\$1,583	\$0	\$34,500	\$123,432	\$4,703	\$6,008	\$495	\$134,638	\$169,138	
<b>Total</b>	<b>\$267,914</b>	<b>\$91,092</b>	<b>\$97,602</b>	<b>\$31,665</b>	<b>\$106,008</b>	<b>\$594,281</b>	<b>\$1,234,320</b>	<b>\$94,061</b>	<b>\$122,655</b>	<b>\$10,745</b>	<b>\$1,461,781</b>	<b>\$2,056,062</b>	

## Economic Impact

The total impact of the Project is much larger in breadth than the site specific fiscal impacts. The most significant benefit to the community is the increase in earnings and employment positions and independent contractor opportunities that the Project will bring to Rensselaer County. The Project is part of a major nationwide expansion initiative by FedEx Ground. FedEx Ground service is currently provided to Rensselaer County from distribution facilities located in other areas of the Capital Region. The Project will provide both local delivery service to the Capital Region and serve as a regional hub for other areas of the Northeast. The Project will transfer 191 FedEx Ground FTE<sup>14</sup> employment positions and independent contractor opportunities from elsewhere in the Capital Region to the East Greenbush facility and create 126 new FTE employment positions and independent contractor opportunities for a combined total of 317 net new FTE employment positions and independent contractor opportunities to Rensselaer County.

To assess the total economic impact of the Project, Camoin Associates used economic multipliers developed by Economic Modeling Specialists, Inc. (EMSI). An economic multiplier is used to estimate the total economic impact of new earnings and employment positions and independent contractor opportunities in a given industry. Multipliers change by geography and by industry. The multipliers used for this analysis are specific to Rensselaer County and the general freight long-distance LTL trucking industry subsector classification.

In the table below, direct impacts are the employment positions and independent contractor opportunities that are directly related to the Project, i.e. package handlers, managers, and other employees and independent contractors hired by FedEx Ground, and the earnings (gross wages and benefits) paid to those employees and independent contractors. Using industry multipliers, it is possible to determine the indirect and induced impacts of the Project. Indirect and induced impacts occur as the dollars from direct impacts cycle through the economy. A business will spend dollars in the local economy for business operations, and a proportion of those dollars are again re-spent in the local economy, and so on. The wages received by persons that fill new employment positions and independent contractor opportunities will also recirculate through the local economy as those employees and independent contractors purchase goods and services locally, and in turn the proprietors of the businesses frequented by the new employees and independent contractors then re-spend money locally on goods and services. This cycle of recirculation is captured in the indirect and induced impacts. The sum of direct, indirect and induced impacts is the total economic impact of the Project.

---

<sup>14</sup> An FTE includes full-time employment positions and independent contractor opportunities along with a conversion for part-time positions based upon the number of hours worked. As an example, two part-time workers each working 20 hours per week would be equal to one FTE.

<b>Economic Impact to Rensselaer County</b>				
	Direct	Multiplier	Indirect and Induced	<b>Total</b>
FTE	317	1.69	219	<b>536</b>
Annual Earnings	\$22,485,000	1.52	\$11,692,200	<b>\$34,177,200</b>

The 317 FTE employment positions and independent contractor opportunities created by the Project will translate into an additional 219 indirect and induced FTE employment opportunities in Rensselaer County for a total of 536 new FTE employment positions and independent contractor opportunities<sup>15</sup>. Similarly the \$22,485,000 in earnings for new employees translates into \$11,692,200 in indirect and induced earnings for Rensselaer County residents and businesses for a total of \$34,177,200 in net new earnings. The employment positions and independent contractor opportunities created are ongoing positions. Earnings will be an annual impact as wages will be earned and spent annually by new employees.

The Project will have a positive fiscal impact on the local public service jurisdictions, and the economic benefit will provide new employment positions and independent contractor opportunities and increased earnings that will provide lasting economic improvements to the Town of East Greenbush and Rensselaer County.

---

<sup>15</sup> See footnote 14 above.