



Phillips Lytle LLP

Town of Guilderland Industrial
Development Agency
Attn: Donald Csaposs, CEO
Guilderland Town Hall
P.O. Box 339
Guilderland, NY 12084

March 8, 2023

Re: Crossgates Releaseco, LLC - Town of Guilderland Industrial Development
Agency Application

Dear Chair Johnston, Mr. Csaposs, and Members of the Town of Guilderland Industrial Development Agency:

We represent Pyramid Management Group, LLC and its subsidiary Crossgates Releaseco, LLC ("Applicant") with respect to the proposed construction of a new Costco project ("Project") located at the northeast corner of Western Avenue and Crossgates Mall Road in Guilderland ("Site"). In connection with the Project, we hereby submit an Application for Financial Assistance ("Application"), two copies of which are enclosed herein. Please find below a summary of the Application.

Project Summary

The Project includes the development of an approximately 160,000 square foot Costco wholesale facility on the Site. The Site consists of 16 acres of land in Guilderland's ("Town") Transit Oriented District, directly adjacent to the existing Crossgates Mall. The Site is currently improved with 13 vacant single family residential structures, which will be demolished. Once completed, the Project will create over 100 permanent full time equivalent local jobs (and over 150 construction jobs) and will sell goods, services, and products to Costco members in the Town, Albany County, and surrounding areas.

ATTORNEYS AT LAW

CRAIG A. LESLIE PARTNER DIRECT 716 847 7012 CLESLIE@PHILLIPSLYTLE.COM



Donald Csaposs, CEO
Guilderland Town Hall
Page 2

March 8, 2023

Project Zoning and SEQRA History

In November 2019, the Applicant filed a zoning application with the Town Zoning Board of Appeals ("ZBA") for a Special Use Permit to construct the Project. At the time, the Applicant also had a pending application for the development of an apartment project on the west side of Rapp Road pending before the Town Planning Board (the "Planning Board") and owned a third potential future development site immediately east of the Site. In July 2019, the Town Planning Board declared itself lead agency pursuant to the State Environmental Quality Review Act ("SEQRA") for the apartment project, and determined that the scope of its environmental review would include the cumulative impacts from the apartment project, the Project, and the third, potential future development site.

In its role as SEQRA Lead Agency, the Planning Board required the preparation of a Draft Environmental and Final Environmental Impact Statement analyzing the environmental impacts of all three sites, including the Costco Project site. The Planning Board's SEQRA review included two lengthy public hearings, over 600 written comments from the public and interested parties and agencies, multiple expert reports, and a record extending to 3,000+ pages.

On August 28, 2020, the Planning Board issued its comprehensive SEQRA Findings Statement, concluding that the three site development analyzed in the Final Environmental Impact Statement ("FEIS"), including the Costco Project, "minimizes potential environmental impacts to the maximum extent practicable and will provide the necessary balance between the protection of the environment and the need to accommodate social and economic considerations". As you know, the GIDA was treated as an "Involved Agency" during the course of the Planning Board's SEQRA review.

Town Roads and Condemnation Request

The Project includes development of portions of four Town roads (Lawton Terrace, Tiernan Court, Rielton Court, and Gabriel Terrace) that are currently surrounded by



Donald Csaposs, CEO
Guilderland Town Hall
Page 3

March 8, 2023

property owned by the Applicant ("Roads"). The Roads previously serviced residential properties on the Site, but are no longer necessary in light of planned development of the same. The Town's Superintendent of Highways issued and filed an Order discontinuing the Roads, under Section 207 of the Highway Law, on August 25, 2022 and February 14, 2023 respectfully. A slip ramp and adjoining land, rendered unnecessary by the proposed traffic flow of the Project, is expected to be discontinued by the Town shortly.

Portions of the Site are currently encumbered by deed restrictions that purport to prevent their development for commercial use. With only two exceptions, the Applicant owns or controls the parcels comprising those portions of the Site. Applicant believes that the deed restrictions are both legally null and void and unenforceable because, among other reasons, the restrictions are fundamentally inconsistent with the Town's zoning classification of the Site and do not inure to the benefit of any identifiable party.

In connection with the Application, however, the Applicant requests that the IDA grant the financial assistance request (a modest Mortgage Recording Tax and N.Y.S. Sales and Compensating Use Tax exemption, but not any exemption from real property tax) and exercise its authority pursuant to General Municipal Law § 858(4) to acquire and extinguish any interest: (1) that the Town has in the property underlying the discontinued Roads; (2) that the Town has in the property underlying the slip ramp; and (3) the deed restrictions on the affected portion of the Site, together with any purported interest or right that may exist allowing any adjoining or adjacent property owners to enforce those deed restrictions.

Conclusion

The Applicant has worked closely with the Town on the development of the Project for several years. As detailed above and in the Application, the Project will beneficially develop currently-vacant land in the Town and create substantial economic benefits in the Town. We understand that the Planning Board will be considering the Application



Donald Csaposs, CEO
Guilderland Town Hall
Page 4

March 8, 2023

at its next meeting on March 22, 2023. Accordingly, we respectfully request that the IDA consider the Application at its next available public meeting, on March 28, 2023.

Very truly yours,

Phillips Lytle LLP

By

Craig A. Leslie

CAL

CC: A. Joseph Scott III

TOWN OF GUILDERLAND INDUSTRIAL DEVELOPMENT AGENCY

APPLICATION

IMPORTANT NOTICE: The answers to the questions contained in this application are necessary to determine your firm's eligibility for financing and other assistance from Town of Guilderland Industrial Development Agency. These answers will also be used in the preparation of papers in this transaction. Accordingly, all questions should be answered accurately and completely by an officer or other employee of your firm who is thoroughly familiar with the business and affairs of your firm and who is also thoroughly familiar with the proposed project. This application is subject to acceptance by the Agency.

TO: Town of Guilderland Industrial Development Agency
Guilderland Town Hall
Western Avenue, Route 20
P.O. Box 339
Guilderland, New York 12084
Attention: Chairman

This application by applicant respectfully states:

APPLICANT: Crossgates Releaseco, LLC (and affiliates/assignees)

APPLICANT'S STREET ADDRESS: 4 Clinton Square

CITY: Syracuse STATE: NY ZIP CODE: 13202

PHONE NO.: 315-422-7000 FAX NO.: N/A E-MAIL: davidaitken@pyramidmg.com

NAME OF PERSON(S) AUTHORIZED TO SPEAK FOR APPLICANT WITH RESPECT TO THIS APPLICATION: David M. Aitken, James L. Soos and other representatives of Pyramid Management Group, LLC

IF APPLICANT IS REPRESENTED BY AN ATTORNEY, COMPLETE THE FOLLOWING:

NAME OF FIRM: Phillips Lytle LLP

NAME OF ATTORNEY: Craig Leslie, and other representatives of Phillips Lytle LLP

ATTORNEY'S STREET ADDRESS: One Canalside - 125 Main Street

CITY: Buffalo STATE: NY ZIP CODE: 14203-2887

PHONE NO.: (716) 847-7012 FAX NO.: N/A E-MAIL: cleslie@phillipslytle.com

NOTE: PLEASE READ THE INSTRUCTIONS ON PAGE 2 BEFORE FILLING OUT THIS APPLICATION.

INSTRUCTIONS

1. The Agency will not approve any application unless, in the judgment of the Agency, said application and the summary contain sufficient information upon which to base a decision whether to approve or tentatively approve an action.
2. Fill in all blanks, using "none" or "not applicable" or "N/A" where the question is not appropriate to the project which is the subject of this application (the "Project").
3. If an estimate is given as the answer to a question, put "(est)" after the figure or answer which is estimated.
4. If more space is needed to answer any specific question, attach a separate sheet.
5. When completed, return two (2) copies of this application to the Agency at the address indicated on the first page of this application.
6. The Agency will not give final approval to this application until the Agency receives a completed environmental assessment form concerning the Project which is the subject of this application.
7. Please note that Article 6 of the Public Officers Law declares that all records in the possession of the Agency (with certain limited exceptions) are open to public inspection and copying. If the applicant feels that there are elements of the Project which are in the nature of trade secrets or information, the nature of which is such that if disclosed to the public or otherwise widely disseminated would cause substantial injury to the applicant's competitive position, the applicant may identify such elements in writing and request that such elements be kept confidential in accordance with Article 6 of the Public Officers Law.
8. The applicant will be required to pay to the Agency all actual costs incurred in connection with this application and the Project contemplated herein (to the extent such expenses are not paid out of the proceeds of the Agency's bonds issued to finance the project). The applicant will also be expected to pay all costs incurred by general counsel and bond counsel/special counsel to the Agency. The costs incurred by the Agency, including the Agency's general counsel and bond counsel, may be considered as a part of the project and included as a part of the resultant bond issue.
9. The Agency has established an application fee of Two Hundred Fifty Dollars (\$250) to cover the anticipated costs of the Agency in processing this application. A check or money order made payable to the Agency must accompany each application. **THIS APPLICATION WILL NOT BE ACCEPTED BY THE AGENCY UNLESS ACCOMPANIED BY THE APPLICATION FEE.**
10. The Agency has established a project fee for each project in which the Agency participates. **UNLESS THE AGENCY AGREES IN WRITING TO THE CONTRARY, THIS PROJECT FEE IS REQUIRED TO BE PAID BY THE APPLICANT AT OR PRIOR TO THE GRANTING OF ANY FINANCIAL ASSISTANCE BY THE AGENCY.**

FOR AGENCY USE ONLY

1. Project Number	
2. Date application Received by Agency	_____, 20____
3. Date application referred to attorney for review	_____, 20____
4. Date copy of application mailed to members	_____, 20____
5. Date notice of Agency meeting on application posted	_____, 20____
6. Date notice of Agency meeting on application mailed	_____, 20____
7. Date of Agency meeting on application	_____, 20____
8. Date Agency conditionally approved application	_____, 20____
9. Date scheduled for public hearing	_____, 20____
10. Date Environmental Assessment Form ("EAF") received	_____, 20____
11. Date Agency completed environmental review	_____, 20____
12. Date of final approval of application	_____, 20____

SUMMARY OF PROJECT

Applicant: Crossgates Releaseco, LLC

Contact Person: David M. Aitken

Phone Number: 315-634-7842

Occupant: Various Vacant Structures

Project Location: Crossgates Mall Road & Western Avenue

Approximate Size of Project Site: +/- 16 acres, +/- 160,000 sq ft building & fueling facility; along with ancillary properties for access; etc.

Description of Project: Develop a +/- 160,000 square foot Costco Wholesale (“Costco”) facility. Costco is a membership-based retailer that as of August 2022 had 836 locations worldwide. This will be the first Costco facility in the Capital Region. Currently, the nearest Costco facility from Guilderland is in West Springfield, MA, approximately 70 miles to the east, while the closest location in New York is in Nanuet, NY, approximately 108 miles to the south.

Type of Project:

<input type="checkbox"/> Manufacturing	<input type="checkbox"/> Warehouse/Distribution
<input checked="" type="checkbox"/> Commercial	<input type="checkbox"/> Not-For-Profit
<input checked="" type="checkbox"/> Other-Specify/Condemnation of Real Estate	

Employment Impact: Existing Jobs - None.

New Jobs - construction employment, 100+ Full Time Equivalent Permanent Jobs

Project Cost: \$ 39,900,100.00

Type of Financing: ☐ Tax-Exempt ☐ Taxable ☒ Straight Lease

Amount of Bonds Requested: \$0

Estimated Value of Tax-Exemptions:

N.Y.S. Sales and Compensating Use Tax:	\$400,000 (est)**
Mortgage Recording Taxes:	\$ 75,000 (est)**
Real Property Tax Exemptions:	\$ n/a
Other (please specify):	\$ n/a

****site work and site preparation related**

Provide estimates for the following:

Number of Full Time Employees at the Project Site before IDA Status: 0

Estimate of Jobs to be Created: construction employment then
100+ Full Time Equivalent after opening

Estimate of Jobs to be Retained: n/a

Average Estimated Annual Salary of Jobs to be Created: \$60,397.23/after opening

Annualized Salary Range of Jobs to be Created: \$38,480 - \$160,000/after opening

Estimated Average Annual Salary of Jobs to be Retained: n/a

I. INFORMATION CONCERNING THE PROPOSED OCCUPANT OF THE PROJECT (HEREINAFTER, THE "COMPANY").

A. Identity of Company:

1. Company Name: Crossgates Releaseco, LLC
Present Address: 4 Clinton Square, Syracuse, NY
Zip Code: 13202
Employer's ID No.: Will Be Provided Under Separate Cover
2. If the Company differs from the Applicant, give details of relationship: n/a
3. Indicate type of business organization of Company:
 - a. ☐ Corporation. If so, incorporated in what country? _____; What State? _____; Date Incorporated _____; Type of Corporation? _____; Authorized to do business in New York? Yes _____; No _____.
 - b. ☐ Partnership. If so, indicate type of partnership _____; Number of general partners _____; Number of limited partners _____.
 - c. ☒ Limited liability company. If so, formed in what State? New York
Date formed: 1/31/17; Authorized to do business in New York State? Yes X; No _____
 - d. ☐ Sole proprietorship.
4. Is the Company a subsidiary or direct or indirect affiliate of any other organization(s)?
If so, indicate name of related organization(s) and relationship: Crossgates Land Company LLC is the sole member of the applicant. Guilderland DevCo, LLC is an affiliated entity that owns some of the properties.

B. Management of Company:

1. List all owners, officers, members, directors and partners (complete all columns for each person):

NAME AND HOME ADDRESS	OFFICE HELD	OTHER PRINCIPAL BUSINESS
James A. Tuozzolo	President	
Michael A. Mammolito	Vice President/Treasurer	
Timothy P. Ahern	Vice President/Secretary	

Bruce A. Kenan	Vice President	
----------------	----------------	--

2. Is the Company or management of the Company now a plaintiff or a defendant in any civil or criminal litigation? Yes____; No X.
3. Has any person listed above ever been convicted of a criminal offense (other than a minor traffic violation)? Yes____; No X
4. Has any person listed above or any concern with whom such person has been connected ever been in receivership or been adjudicated a bankrupt? Yes____; No X.
5. If the answer to any of questions 2 through 4 is yes, please, furnish details in a separate attachment.

C. Principal owners of Company:

1. Is Company publicly held? Yes____; No X. If yes, please list exchanges where stock traded: _____
2. If no, list all stockholders having a 5% or more interest in the Company:

NAME	ADDRESS	PERCENTAGE OF HOLDING
Madeira Associates	4 Clinton Square, NY 13202	92.953%
Bruce A. Kenan 2017 Family Trust	4 Clinton Square, NY 13202	5%

- D. Company's principal bank(s) of account: M&T Bank
- _____
- _____
- _____

II. DATA REGARDING PROPOSED PROJECT.

A. Description of the Project: (Please provide a brief narrative description of the Project.)
Description of Project: Develop a +/- 160,000 square foot Costco Wholesale ("Costco") facility. Costco is a membership-based retailer that as of August 2022 had 836 locations worldwide. This will be the first Costco facility in the Capital Region. Currently, the nearest Costco facility from Guilderland is in West Springfield, MA, approximately 70 miles to the east, while the closest location in New York is in Nanuet, NY, approximately 108 miles to the south. Applicant will help develop the facility and lease the same to Costco (or a related entity).

Applicant is asking the IDA to acquire, through condemnation, lands underlying certain former, discontinued Town roads and adjacent land (slip ramp) that are part of the Project, as well as certain historic deed restrictions for residential use, which is now a prohibited use under the Transit Oriented Development (TOD) District Zoning (as well as certain rights to enforce those restrictions, if any such rights exist). See also detail included on page 14; question G-1.

B. Location of the Project:

1. Street Address: Crossgates Mall Road & Western Avenue (See Attached Visual and Listing)
2. City of N/A
3. Town of Guilderland
4. Village of N/A
5. County of Albany

C. Description of the Project site:

1. Approximate size (in acres or square feet) of the Project site: +/- 16 acres. Is a map, survey or sketch of the Project site attached? Yes X ; No ____.
2. Are there existing buildings on the Project site? Yes X ; No ____.
 - a. If yes, indicate the number of buildings on the site: 14. Also, please briefly identify each existing building and indicate the approximate size (in square feet) of each such existing building: Principally vacant, former single family homes, to be demolished.

 - b. Are the existing buildings in operation? Yes ____ ; No X. If yes, describe present use of present buildings: The proposed use is consistent with the underlying Transit Oriented Development (TOD) District Zoning. Single family and two family dwellings are prohibited/restricted uses.

- c. Are the existing buildings abandoned? Yes X; No _____. About to be abandoned? Yes ____; No _____. If yes, describe: Vacant

- d. Attach photograph of present buildings. Please see attached

3. Utilities serving the Project site:

Water-Municipal: Town of Guilderland Department of Water/Wastewater

Other (describe) _____

Sewer-Municipal: Town of Guilderland Department of Water/Wastewater

Other (describe) _____

Electric-Utility: National Grid

Other (describe) _____

Heat-Utility: National Grid

Other (describe) _____

4. Present legal owner of the Project site: Owned or controlled by affiliated entities of Crossgates Releaseco, LLC

- a. If the Company owns the Project site, indicate date of purchase: Various dates from 1983 through 2016; purchase price: \$ Miscellaneous.

- b. If Company does not own the Project site, does Company have an option signed with the owner to purchase the Project site? Yes ____; No _____. If yes, indicate date option signed with the owner: _____, 20____; and the date the option expires: _____, 20____.

- c. If the Company does not own the Project site, is there a relationship legally or by common control between the Company and the present owner of the Project site? Yes X; No _____. If yes, describe; To the extent that parcels within the Project site are owned and or controlled by affiliates of Crossgates Releaseco, LLC, the present legal owners will convey those parcels to Applicant in connection with IDA closing and financing. Applicant is asking the IDA to acquire, through condemnation, certain Town roads and adjacent land (slip ramp) that are part of the Project. See also detail included to page 14; question G - 1.

5. a. Zoning District in which the Project site is located: Transit Oriented District.

- b. Are there any variances or special permits affecting the Project site? Yes ____; No X. If yes, list below and attach copies of all such variances or special permits:

Note: Applicant has a pending application before the Zoning Board of Appeals for Special Use Permit

D. Description of Proposed Construction:

1. Does part of the Project consist of the acquisition or construction of a new building or buildings? Yes X ; No _____. If yes, indicate number and size of new buildings:
Principally, one commercial structure at +/- 160,000 sq ft as well as a fueling facility.
-
-

2. Does part of the Project consist of additions and/or renovations to existing buildings located on the Project site? Yes ____; No X. If yes, indicate the buildings to be expanded or renovated, the size of any expansions and the nature of expansion and/or renovation: _____
-
-
-

3. Describe the principal uses to be made by the Company of the building or buildings to be acquired, constructed, or expanded:
The new structure will be used to sell goods, services and products to Costco members who are residents of Guilderland, Albany County, surrounding counties, other parts of New York, and adjacent states.
-
-

E. Description of the Equipment:

1. Does a part of the Project consist of the acquisition or installation of machinery, equipment or other personal property (the "Equipment")? Yes X; No _____. If yes, describe the Equipment: _____
Standard retail grocery equipment plus gas station equipment: refrigeration equipment, HVAC, food preparation, service equipment as well as tire installation equipment
-
-

2. With respect to the Equipment to be acquired, will any of the Equipment be Equipment which has previously been used? Yes ____; No X. If yes, please provide detail: _____
-
-

3. Describe the principal uses to be made by the Company of the Equipment to be acquired or installed: To help develop the interior of the facility to Costco brand standards.

F. Project Use:

1. What are the principal products to be produced at the Project? N/A
2. What are the principal activities to be conducted at the Project? Attract guests to purchase goods, services and products.
3. Does the Project include facilities or property that are primarily used in making retail sales of goods or services to customers who personally visit such facilities? Yes X ; No _____. If yes, please provide detail: Based on a report by Camoin Associates, a firm with expertise in economic impact analysis, more than 50% of guests will come from outside Albany County; including visitors from outside the Capital Region as the closest Costco location is ninety miles to the east
Please also see a second attached report prepared by Camoin Associates on the project benefits.
4. If the answer to question 3 is yes, what percentage of the cost of the Project will be expended on such facilities or property primarily used in making retail sales of goods or services to customers who personally visit the Project? 100%
5. If the answer to question 3 is yes, and the answer to question 4 is more than 33.33%, indicate whether any of the following apply to the Project:
 - a. Will the Project be operated by a not-for-profit corporation? Yes ____; No X . If yes, please explain: _____

- b. Is the Project likely to attract a significant number of visitors from outside the economic development region in which the Project will be located? Yes X; No _____. If yes, please explain: Please see the attached Camoin Reports.
- c. Would the Project occupant, but for the contemplated financial assistance from the Agency, locate the related jobs outside the State of New York? Yes ____; No _____. If yes, please explain: N/A
- d. Is the predominant purpose of the Project to make available goods or services which would not, but for the Project, be reasonably accessible to the residents of the city, town, or village within which the Project will be located, because of a lack of reasonably accessible retail trade facilities offering such goods or services? Yes X; No _____. If yes, please provide detail: Guests travel significant distances to experience a Costco. It will be an asset for local residents and will attract new guests to Guilderland. There is a marked lack of wholesale market goods/services readily available to residents of Guilderland. Please see attached Camoin Reports.
- e. Will the Project be located in one of the following: (i) an area designed as an economic development zone pursuant to Article 18-B of the General Municipal Law; or (ii) a census tract or block numbering area (or census tract or block numbering area contiguous thereto) which, according to the most recent census data, has (x) a poverty rate of at least 20% for the year in which the data relates, or at least 20% of households receiving public assistance, and (y) an unemployment rate of at least 1.25 times the statewide unemployment rate for the year to which the data relates? Yes ____; No X. If yes, please explain: N/A
6. If the answers to any of subdivisions c. through e. of question 5 is yes, will the Project preserve permanent, private sector jobs or increase the overall number of permanent, private sector jobs in the State of New York? Yes X; No _____. If yes, please explain: Significant net new employment.
7. Will the completion of the Project result in the removal of a plant or facility of the Company or another proposed occupant of the Project (a "Project Occupant") from one area of the State of New York to another area of the State of New York? Yes ____; No X. If yes, please explain: _____

8. Will the completion of the Project result in the abandonment of one or more plants or facilities of the Company located in the State of New York? Yes____; No X. If yes, please provide detail: _____

9. If the answer to either question 7 or question 8 is yes, indicate whether any of the following apply to the Project: N/A
- a. Is the Project reasonably necessary to preserve the competitive position of the Company or such Project Occupant in its industry? Yes____; No ____ . If yes, please provide detail: N/A

- b. Is the Project reasonably necessary to discourage the Company or such Project Occupant from removing such other plant or facility to a location outside the State of New York? Yes____; No ____ . If yes, please provide detail: N/A

10. Will the Project be owned by a not-for-profit corporation? Yes____; No X . If yes, please provide detail: _____

11. If the answer to question 10 is yes, indicate whether any of the following apply to the Project: N/A
- a. Is the Project a housing facility primarily designed to be occupied by individuals 60 years of age or older? Yes____; No ____ . If yes, please explain: _____

- b. Is the Project a dormitory for an educational institution? Yes____; No ____ . If yes, please explain: _____

- c. Is the Project a facility as defined in Article 28 of the Public Health Law? Yes____; No ____ . If yes, please explain: _____

12. If the answer to any of the questions contained in question 11 is yes, indicate whether the cost of the Project will exceed \$20 million. Yes ____; No _____. If yes, please provide detail: _____

13. Will the Project be sold or leased to a municipality? Yes ____; No X_. If yes, please provide detail: _____

G. Project Status:

1. If the Project includes the acquisition of any land or buildings, have any steps been taken toward acquiring same? Yes X_; No _____. If yes, please discuss in detail the approximate stage of such acquisition: Applicant and/or its affiliates have completed the acquisition of the privately held parcels within the Project site, or they otherwise hold an option to do so. The project includes: (a) the acquisition, through the IDA's use of eminent domain, of historical residential deed restrictions (and any related rights to enforce the same, if any such rights exist), as well as the IDA's subsequent termination of the same; and (b) the acquisition, through the IDA's use of eminent domain, of certain disused/no longer needed Town roads property that are part of the Project.
2. If the Project includes the acquisition of any Equipment, have any steps been taken toward acquiring same? Yes ____; No X_. If yes, please discuss in detail the approximate stage of such acquisition: _____
3. If the Project involves the construction or reconstruction of any building or other improvement, has construction work on any such building or improvement begun? Yes ____; No X_. If yes, please discuss in detail the approximate extent of construction and the extent of completion. Indicate in your answer whether such specific steps have been completed as site clearance and preparation; completion of foundations; installation of footings; etc.: _____

4. Please indicate amount of funds expended on the Project by the Company in the past three (3) years and the purposes of such expenditures: \$2,500,000
Design, Government Approvals & Entitlement, Legal, maintenance and operation of properties, insurance, taxes.
5. Please indicate the date the applicant estimates the Project will be completed:
12-24 months following approvals

I. Method of Construction after Agency Approval:

1. If the Agency approves the project which is the subject of this application, there are two methods that may be used to construct the project. The applicant can construct the project privately and sell the project to the Agency upon completion. Alternatively, the applicant can request to be appointed as "agent" of the Agency, in which case certain laws applicable to public construction may apply to the project. Does the applicant wish to be designated as "agent" of the Agency for purposes of constructing the project? Yes X ; No ____.
2. If the answer to question 1 is yes, does the applicant desire such "agent" status prior to the closing date of the financing? Yes X ; No ____.

III. INFORMATION CONCERNING LEASES OR SUBLEASES OF THE PROJECT.
(PLEASE COMPLETE THE FOLLOWING SECTION IF THE COMPANY INTENDS TO LEASE OR SUBLEASE ANY PORTION OF THE PROJECT).

A. Does the Company intend to lease or sublease more than 10% (by area or fair market value) of the Project? Yes X ; No _____. If yes, please complete the following for each existing or proposed tenant or subtenant:

1. Sublessee name: Costco Wholesale Corporation (or affiliate)
Present Address: 999 Lake Drive
City: Issaquah State: Washington Zip: 98027
Employer's ID No.: Will provide under separate cover
Sublessee is: XX Corporation: ____ Partnership: ____ Sole Proprietorship
Relationship to Company: Tenant
Percentage of Project to be leased or subleased: 100%
Use of Project intended by Sublessee: Costco Wholesale Facility
Date of lease or sublease to Sublessee: 10/18/2021
Term of lease or sublease to Sublessee: 25 Years with Options
Will any portion of the space leased by this sublessee be primarily used in making retail sales of goods or services to customers who personally visit the Project?

Yes X ; No _____. If yes, please provide on a separate attachment (a) details and (b) the answers to questions II(F)(4) through (6) with respect to such sublessee.

2. Sublessee name: N/A
Present Address: _____
City: _____ State: _____ Zip: _____
Employer's ID No.: _____
Sublessee is: _____
Corporation: _____ Partnership: _____ Sole Proprietorship
Relationship to Company: _____
Percentage of Project to be leased or subleased: _____
Use of Project intended by Sublessee: _____
Date of lease or sublease to Sublessee: _____
Term of lease or sublease to Sublessee: _____
Will any portion of the space leased by this sublessee be primarily used in making retail sales of goods or services to customers who personally visit the Project?
Yes ____; No _____. If yes, please provide on a separate attachment (a) details and (b) the answers to questions II(F)(4) through (6) with respect to such sublessee.

3. Sublessee name: N/A
Present Address: _____
City: _____ State: _____ Zip: _____
Employer's ID No.: _____
Sublessee is: _____ Corporation: _____ Partnership: _____ Sole Proprietorship
Relationship to Company: _____
Percentage of Project to be leased or subleased: _____
Use of Project intended by Sublessee: _____
Date of lease or sublease to Sublessee: _____
Term of lease or sublease to Sublessee: _____
Will any portion of the space leased by this sublessee be primarily used in making retail sales of goods or services to customers who personally visit the Project?
Yes ____; No _____. If yes, please provide on a separate attachment (a) details and (b) the answers to questions II(F)(4) through (6) with respect to such sublessee.

- B. What percentage of the space intended to be leased or subleased is now subject to a binding written lease or sublease? 100%

IV. EMPLOYMENT IMPACT.

- A. Indicate the number of people presently employed at the Project site and the **additional** number that will be employed at the Project site at the end of the first and second years after the Project has been completed, using the tables below for (1) employees of the Applicant, (2) independent contractors, and (3) employees of independent contractors. (Do not include construction workers). Also indicate below the number of workers employed at the Project site representing newly created positions as opposed to positions relocated from other project sites of the

applicant. Such information regarding relocated positions should also indicate whether such positions are relocated from other project sites financed by obligations previously issued by the Agency.

TYPE OF EMPLOYMENT Employees of Applicant					
	Professional or Managerial	Skilled	Semi-Skilled	Un-Skilled	Totals
Present Full Time	0				
Present Part Time	0				
Present Seasonal	0				
First Year Full Time	36	22	20	2	80 (est)
First Year Part Time			23	50	73 (est)
First Year Seasonal		4	10	5	19 (est)
Second Year Full Time					
Second Year Part Time					
Second Year Seasonal					

TYPE OF EMPLOYMENT Independent Contractors					
	Professional or Managerial	Skilled	Semi-Skilled	Un-Skilled	Totals
Present Full Time	N/A				
Present Part Time	N/A				

Present Seasonal	N/A				
First Year Full Time	N/A				
First Year Part Time	N/A				
First Year Seasonal	N/A				
Second Year Full Time	N/A				
Second Year Part Time	N/A				
Second Year Seasonal	N/A				

TYPE OF EMPLOYMENT Employees of Independent Contractors					
	Professional or Managerial	Skilled	Semi-Skilled	Un-Skilled	Totals
Present Full Time	N/A				
Present Part Time	N/A				
Present Seasonal	N/A				
First Year Full Time	N/A				
First Year Part Time	N/A				
First Year Seasonal	N/A				
Second Year Full Time	N/A				
Second Year Part Time	N/A				

Second Year Seasonal	N/A				
----------------------	-----	--	--	--	--

- B. Indicate below (1) the estimated salary and fringe benefit averages or ranges and (2) the estimated number of employees residing in the Capital Region Economic Development Region for all the jobs at the Project site, both retained and created, listed in the tables described in subsection A above for each of the categories of positions listed in the chart below.

See Attached

RELATED EMPLOYMENT INFORMATION				
	Professional or Managerial	Skilled	Semi-Skilled	Un-Skilled
Estimated Salary and Fringe Benefit Averages or Ranges	See Attached	See Attached	See Attached	See Attached
Estimated Number of Employees Residing in the Capital Region Economic Development Region ¹	Estimate of 90% of employees			

- C. Please describe the projected timeframe for the creation of any new jobs with respect to the undertaking of the Project:

The opening of Costco is projected to be 12-24 months following approval.

- D. Please prepare a separate attachment describing in detail the types of employment at the Project site. Such attachment should describe the activities or work performed for each type of employment.

See Attached

¹ The Capital Region Economic Development Region consists of the following counties: Albany, Columbia, Greene, Saratoga, Schenectady, Rensselaer, Warren, and Washington.

V. PROJECT COST.

- A. Anticipated Project Costs. State the costs reasonably necessary for the acquisition of the Project site, the construction of the proposed buildings and the acquisition and installation of any machinery and equipment necessary or convenient in connection therewith, and including any utilities, access roads or appurtenant facilities, using the following categories:

<u>Description of Cost</u>	<u>Amount</u>
Land	\$ <u>350,000.00</u>
Buildings	\$ <u>22,000,000.00</u>
Machinery and equipment costs	\$ <u>8,000,000.00</u>
Utilities, roads and appurtenant costs	\$ <u>8,315,100.00</u>
Architects and engineering fees	\$ <u>1,025,000.00</u>
Costs of financing	\$ <u>n/a</u>
Construction loan fees and interest (if applicable)	\$ <u>n/a</u>
Other (specify)	
<u>Legal and Accounting</u>	\$ <u>\$210,000.00</u>
_____	\$ _____
_____	\$ _____
TOTAL PROJECT COSTS	\$ <u>39,900,100.00</u>

- B. Anticipated Project Financing Sources. State the sources reasonably necessary for the financing of the Project site, the construction of the proposed buildings and the acquisition and installation of any machinery and equipment necessary or convenient in connection therewith, and including any utilities, access roads or appurtenant facilities, using the following categories:

<u>Description of Sources</u>	<u>Amount</u>
Private Sector Financing	\$ <u>7,500,000</u>
Public Sector	
Federal Programs	\$ <u>N/A</u>
State Programs	\$ <u>N/A</u>
Local Programs	\$ <u>N/A</u>
Applicant Equity	\$ <u>32,400,100</u>
Other (specify, e.g., tax credits)	
	\$ _____
	\$ _____
	\$ _____
TOTAL AMOUNT OF PROJECT FINANCING SOURCES	\$ <u>39,900,100</u>

- C. Have any of the above expenditures already been made by the applicant?
Yes ___; No X. If yes, indicate particulars.

The above does not include the amounts spent by developer in Section II.G.4.

- D. Amount of loan requested: \$ N/A ;

Maturity requested: N/A years.

- E. Has a commitment for financing been received as of this application date, and if so, from whom?

Yes _____; No X. Institution Name: _____

Provide name and telephone number of the person we may contact.

Name: _____ Phone: _____

F. The percentage of Project costs to be financed from public sector sources is estimated to equal the following: 0.122% (sales and mortgage recording tax exemption)

G. The total amount estimated to be borrowed to finance the Project is equal to the following: \$7,500,000

VI. FINANCIAL ASSISTANCE EXPECTED FROM THE AGENCY.

A. Financing

1. Is the applicant requesting that the Agency issue bonds to assist in financing the project? Yes ____; No X. If yes, indicate:

a. Amount of loan requested: ____ Dollars;

b. Maturity requested: ____ Years.

2. If the answer to question 1 is yes, is the interest on such bonds intended to be exempt from federal income taxation? Yes ____; No ____.

3. If the answer to question 2 is yes, will any portion of the Project be used for any of the following purposes:

a. retail food and beverage services: Yes ____; No ____

b. automobile sales or service: Yes ____; No ____

c. recreation or entertainment: Yes ____; No ____

d. golf course: Yes ____; No ____

e. country club: Yes ____; No ____

f. massage parlor: Yes ____; No ____

g. tennis club: Yes ____; No ____

h. skating facility (including roller skating, skateboard and ice skating): Yes ____; No ____

i. racquet sports facility (including handball and racquetball court): Yes ____; No ____

j. hot tub facility: Yes ____; No ____

k. suntan facility: Yes ____; No ____

l. racetrack: Yes ____; No ____

4. If the answer to any of the above questions contained in question 3 is yes, please furnish details on a separate attachment.

B. Tax Benefits.

1. Is the applicant requesting any real property tax exemption in connection with the Project that would not be available to a project that did not involve the Agency? Yes ____; No X. If yes, is the real property tax exemption being sought consistent with the Agency's Uniform Tax Exemption Policy? Yes ____; No X.

2. Is the applicant expecting that the financing of the Project will be secured by one or more mortgages? Yes X; No _____. If yes, what is the approximate amount of financing to be secured by mortgages? \$7,500,000.
3. Is the applicant expecting to be appointed agent of the Agency for purposes of avoiding payment of N.Y.S. Sales Tax or Compensating Use Tax? Yes X; No _____. If yes, what is the approximate amount of purchases which the applicant expects to be exempt from the N.Y.S. Sales and Compensating Use Taxes? \$5,000,000.00.
4. What is the estimated value of each type of tax-exemption being sought in connection with the Project? Please detail the type of tax-exemption and value of each exemption.
- | | |
|---|--------------------------|
| a. N.Y.S. Sales and Compensating Use Taxes: | <u>\$400,000 (est)</u> |
| b. Mortgage Recording Taxes: | <u>\$ \$75,000 (est)</u> |
| c. Real Property Tax Exemptions: | <u>\$ 0</u> |
| d. Other (please specify): | <u>\$ 0</u> |
| _____ | <u>\$ 0</u> |
| _____ | <u>\$ 0</u> |
5. Are any of the tax-exemptions being sought in connection with the Project inconsistent with the Agency's Uniform Tax-exemption Policy? Yes ____; No X. If yes, please explain how the request of the applicant differs from the Agency's Uniform Tax-Exemption Policy: _____
- _____
- _____
- _____
- _____

C. Project Benefit Information. Complete the attached Cost/Benefit Analysis so that the Agency can perform a cost/benefit analysis of undertaking the Project. Such information should consist of a list and detailed description of the benefits of the Agency undertaking the Project (e.g., number of jobs created, types of jobs created, economic development in the area, etc.). Such information should also consist of a list and detailed description of the costs of the Agency undertaking the Project (e.g., tax revenues lost, buildings abandoned, etc.).

See Attached Camoin Report

VII. REPRESENTATIONS BY THE APPLICANT. The applicant understands and agrees with the Agency as follows:

A. Job Listings. In accordance with Section 858-b(2) of the New York General Municipal Law, the applicant understands and agrees that, if the Project receives any Financial Assistance from the Agency, except as otherwise provided by collective bargaining agreements, new employment opportunities created as a result of the Project will be listed with the New York State Department of Labor Community Services Division (the "DOL") and with the administrative entity (collectively with the DOL, the "JTPA Entities") of the service delivery area created by the federal job training partnership act (Public Law 97-300) ("JTPA"), as replaced by the Workforce Investment Act of 1998 (Public Law 105-220), in which the Project is located.

B. First Consideration for Employment: In accordance with Section 858-b(2) of the New York General Municipal Law, the applicant understands and agrees that, if the Project receives any Financial Assistance from the Agency, except as otherwise provided by collective bargaining agreements, where practicable, the applicant will first consider persons eligible to participate in JTPA programs who shall be referred by the JTPA Entities for new employment opportunities created as a result of the Project.

C. Annual Sales Tax Filings: In accordance with Section 874(8) of the New York General Municipal Law, the applicant understands and agrees that, if the Project receives any sales tax exemptions as part of the Financial Assistance from the Agency, in accordance with Section 874(8) of the General Municipal Law, the applicant agrees to file, or cause to be filed, with the New York State Department of Taxation and Finance, the annual form prescribed by the Department of Taxation and Finance, describing the value of all sales tax exemptions claimed by the applicant and all consultants or subcontractors retained by the applicant.

D. Annual Employment Reports. The applicant understands and agrees that, if the Project receives any Financial Assistance from the Agency, the applicant agrees to file, or cause to be filed, with the Agency, on an annual basis, reports regarding the number of people employed at the Project site, including (1) the NYS-45 – Quarterly Combined Withholding, Wage Reporting and Unemployment Insurance Return – for the quarter ending December 31 (the "NYS-45"), and (2) the US Dept. of Labor BLS 3020 Multiple Worksite report if applicable.

E. Uniform Agency Project Agreement. The applicant agrees to enter into a project benefits agreement with the Agency where the applicant agrees that (1) the amount of Financial Assistance to be received shall be contingent upon, and shall bear a direct relationship to the success or lack

of success of such project in delivering certain described public benefits (the "Public Benefits") and (2) the Agency will be entitled to recapture some or all of the Financial Assistance granted to the applicant if the project is unsuccessful in whole or in part in delivering the promised Public Benefits.

F. Representation of Financial Information. Neither this Application nor any other agreement, document, certificate, project financials, or written statement furnished to the Agency or by or on behalf of the applicant in connection with the project contemplated by this Application contains any untrue statement of a material fact or omits to state a material fact necessary in order to make the statements contained herein or therein not misleading. There is no fact within the special knowledge of any of the officers of the applicant which has not been disclosed herein or in writing by them to the Agency and which materially adversely affects or in the future in their opinion may, insofar as they can now reasonably foresee, materially adversely affect the business, properties, assets or condition, financial or otherwise, of the applicant.

G. Agency Financial Assistance Required for Project. The Project would not be undertaken but for the Financial Assistance provided by the Agency or, if the Project could be undertaken without the Financial Assistance provided by the Agency, then the Project should be undertaken by the Agency for the following reasons:

As demonstrated in the Camoin Report and other submitted documents, this project faces significant financial and logistical challenges and would not be undertaken without financial assistance from the Agency.

H. Compliance with Article 18-A of the General Municipal Law: The Project, as of the date of this Application, is in substantial compliance with all provisions of article 18-A of the General Municipal including, but not limited to, the provisions of Section 859-a and subdivision one of Section 862; and the provisions of subdivision one of Section 862 of the General Municipal Law will not be violated if Financial Assistance is provided for the Project.

I. Compliance with Federal, State, and Local Laws. The applicant is in substantial compliance with applicable local, state, and federal tax, worker protection, and environmental laws, rules, and regulations.

J. False or Misleading Information. The applicant understands that the submission of any knowingly false or knowingly misleading information may lead to the immediate termination of any Financial Assistance and the reimbursement of an amount equal to all or part of any tax exemptions claimed by reason of Agency involvement in the Project.

K. Absence of Conflicts of Interest. The applicant acknowledges that the members, officers and employees of the Agency are listed on the Agency's website. No member, officer or employee of the Agency has an interest, whether direct or indirect, in any transaction contemplated by this Application, except as hereinafter described:

L. Additional Information. Additional information regarding the requirements noted in this Application and other requirements of the Agency is included on the Agency's website which can be accessed at http://www.townofguilderland.org/pages/guilderlandNY_ida/index.

I affirm under penalty of perjury that all statements made on this application are true, accurate, and complete to the best of my knowledge.



Applicant

By: David M. Aitken

Title: Director of Government Affairs

NOTE: APPLICANT MUST ALSO COMPLETE THE APPROPRIATE VERIFICATION
APPEARING ON PAGES 28 THROUGH 31 HEREOF BEFORE A NOTARY PUBLIC AND
MUST SIGN AND ACKNOWLEDGE THE HOLD HARMLESS AGREEMENT APPEARING
ON PAGE 32.

VERIFICATION

(If applicant is limited liability company)

STATE OF NEW YORK)
) SS.:
COUNTY OF ONONDAGA)

Michael A. Mammolito, deposes and says that he is one of the members of the firm of
(Name of Individual)
Crossgates Releaseco, LLC (and affiliates/assignees), the limited liability company named
(limited liability company)
in the attached application; that he has read the foregoing application and knows the contents
thereof; and that the same is true and complete and accurate to the best of his knowledge. The
grounds of deponent's belief relative to all matters in the said application which are not stated upon
his own personal knowledge are investigations which deponent has caused to be made concerning
the subject matter of this application as well as information acquired by deponent in the course of
his duties as a member of and from the books and papers of said limited liability company.

Ma

Sworn to before me this
9 day of March, 2023.

Crystal J. Meder
Notary Public

CRYSTAL J. MEDER
Notary Public, State of New York
No. 01ME6217068
Qualified in Onondaga County
Commission Expires February 8, 2026

HOLD HARMLESS AGREEMENT

Applicant hereby releases Town of Guilderland Industrial Development Agency and the members, officers, servants, agents and employees thereof (hereinafter collectively referred to as the "Agency") from, agrees that the Agency shall not be liable for and agrees to indemnify, defend and hold the Agency harmless from and against any and all liability arising from or expense incurred by (A) the Agency's examination and processing of, and action pursuant to or upon, the attached Application, regardless of whether or not the application or the Project described therein or the tax exemptions and other assistance requested therein are favorably acted upon by the Agency, (B) the Agency's acquisition, construction and/or installation of the Project described therein and (C) any further action taken by the Agency with respect to the Project; including without limiting the generality of the foregoing, all causes of action and attorneys' fees and any other expenses incurred in defending any suits or actions which may arise as a result of any of the foregoing. If, for any reason, the Applicant fails to conclude or consummate necessary negotiations, or fails, within a reasonable or specified period of time, to take reasonable, proper or requested action, or withdraws, abandons, cancels or neglects the Application, or if the Agency or the Applicant are unable to reach final agreement with respect to the Project, then, and in that event, upon presentation of an invoice itemizing the same, the Applicant shall pay to the Agency, its agents or assigns, all actual costs incurred by the Agency in the processing of the Application, including attorneys' fees, if any.

Crossgates Releaseco, LLC
(Applicant)

BY: 

Sworn to before me this 9
day of March, 2023.


Notary Public

CRYSTAL J. MEDER
Notary Public, State of New York
No. 01ME6217068
Qualified in Onondaga County
Commission Expires February 8, 2026

TO: Project Applicants
FROM: Town of Guilderland Industrial Development Agency
RE: Cost/Benefit Analysis

In order for the Town of Guilderland Industrial Development Agency (the "Agency") to prepare a Cost/Benefit Analysis for a proposed project (the "Project"), the Applicant must answer the questions contained in this Project Questionnaire (the "Questionnaire") and complete the attached Schedules. This Questionnaire and the attached Schedule will provide information regarding various aspects of the Project, and the costs and benefits associated therewith.

This Questionnaire must be completed before we can finalize the Cost/Benefit Analysis, please complete this Questionnaire and forward it to us at your earliest convenience.

PROJECT QUESTIONNAIRE

1. Name of Project Beneficiary ("Company"): Crossgates Releaseco, LLC
2. Brief Identification of the Project: Development of Costco
3. Estimated Amount of Project Benefits Sought:
 - A. Amount of Bonds Sought: \$ 0
 - B. Value of Sales Tax Exemption Sought \$ 400,000
 - C. Value of Real Property Tax Exemption Sought \$ 0
 - D. Value of Mortgage Recording Tax Exemption Sought \$ 75,000
4. Likelihood of accomplishing the Project in a timely fashion: Yes following closing on IDA transaction

PROJECTED PROJECT INVESTMENT

- A. Land-Related Costs
 1. Land acquisition \$ 350,000.00
 2. Site preparation \$ 2,250,000.00
 3. Landscaping \$ 415,100.00
 4. Utilities and infrastructure development \$ 3,650,000.00
 5. Access roads and parking development \$ 2,000,000.00
 6. Other land-related costs (describe) \$
- B. Building-Related Costs
 1. Acquisition of existing structures \$
 2. Renovation of existing structures \$
 3. New construction costs \$ 22,000,000
 4. Electrical systems \$
 5. Heating, ventilation and air conditioning \$
 6. Plumbing \$
 7. Other building-related costs (describe) \$

C.	Machinery and Equipment Costs	
1.	Production and process equipment	\$ _____
2.	Packaging equipment	\$ _____
3.	Warehousing equipment	\$ 8,000,000 _____
4.	Installation costs for various equipment	\$ _____
5.	Other equipment-related costs (describe)	\$ _____
D.	Furniture and Fixture Costs	
1.	Office furniture	\$ N/A _____
2.	Office equipment	\$ N/A _____
3.	Computers	\$ N/A _____
4.	Other furniture-related costs (describe)	\$ N/A _____
E.	Working Capital Costs	
1.	Operation costs	\$ N/A _____
2.	Production costs	\$ N/A _____
3.	Raw materials	\$ N/A _____
4.	Debt service	\$ N/A _____
5.	Relocation costs	\$ N/A _____
6.	Skills training	\$ N/A _____
7.	Other working capital-related costs (describe)	\$ N/A _____
F.	Professional Service Costs	
1.	Architecture and engineering	\$ 1,025,000.00 _____
2.	Accounting/legal	\$ 210,000.00 _____
3.	Other service-related costs (describe)	\$ _____
G.	Other Costs	
1.	_____	\$ _____
2.	_____	\$ _____
H.	Summary of Expenditures	
1.	Total Land-Related Costs	\$ 8,665,100.00 _____
2.	Total Building-Related Costs	\$ 22,000,000.00 _____
3.	Total Machinery and Equipment Costs	\$ 8,000,000.00 _____
4.	Total Furniture and Fixture Costs	\$ _____
5.	Total Working Capital Costs	\$ _____
6.	Total Professional Service Costs	\$ 1,235,000.00 _____
7.	Total Other Costs	\$ 39,900,100.00 _____

PROJECTED CONSTRUCTION EMPLOYMENT IMPACT

- I. Please provide estimates of total construction jobs and the total annual wages and benefits of construction jobs at the Project:

Year	Number of Construction Jobs	Total Annual Wages and Benefits	Estimated Additional NYS Income Tax
Current Year	See Camoin Report	See Camoin Report	See Camoin Report
Year 1		\$ _____	\$ _____
Year 2		\$ _____	\$ _____
Year 3		\$ _____	\$ _____
Year 4		\$ _____	\$ _____
Year 5		\$ _____	\$ _____

PROJECTED PERMANENT EMPLOYMENT IMPACT

- I. Estimates of the total number of existing permanent jobs to be preserved or retained as a result of the Project are described in the tables in Section IV of the Application.

Estimates of the total new permanent jobs to be created by the Project are described in the tables in Section IV of the Application.

- II. Please provide estimates for the following:

A. Creation of New Job Skills relating to permanent jobs. Please complete Schedule A.

- III. Provide the projected percentage of employment that would be filled by Town of Guilderland residents: _____ 50% est _____

A. Provide a brief description of how the project expects to meet this percentage:

- Coordinate with Crossgates Mall for on-site hiring events
- Press Releases and Advertising
- Coordination with New York State Department of Labor
- Coordination with Capital Region Workforce Development Board
- Outreach Through Town of Guilderland/Town of Guilderland Chamber of Commerce

PROJECTED OPERATING IMPACT

- I. Please provide estimates for the impact of Project operating purchases and sales:

Additional Purchases (1st year following project completion)

\$ _____ \$10,000.00 _____ (est) _____

Additional Sales Tax Paid on Additional Purchases

Estimated Additional Sales (1 st full year following project completion)	\$ _____ 800 _____ (est) _____
	\$ _____ 110,000,000 _____ (est) _____
Estimated Additional Sales Tax to be collected on additional sales (1 st full year following project completion)	\$ _____ \$7,480,000 _____ (est) _____

II. Please provide estimates for the impact of Project on existing real property taxes and new payments in lieu of taxes ("Pilot Payments"): N/A

Year	Existing Real Property Taxes (Without IDA involvement)	New Pilot Payments (With IDA)	Total (Difference)
Current Year	N/A	N/A	N/A
Year 1	N/A	N/A	N/A
Year 2			
Year 3			
Year 4			
Year 5			
Year 6			
Year 7			
Year 8			
Year 9			
Year 10			

III. Please provide a detailed description for the impact of other economic benefits and all anticipated community benefits expected to be produced as a result of the Project (attach additional pages as needed for a complete and detailed response):

See attached Camoin Report outlining project benefits.

CERTIFICATION

I certify that I have prepared the responses provided in this Questionnaire and that, to the best of my knowledge; such responses are true, correct, and complete.

I understand that the foregoing information and attached documentation will be relied upon, and constitute inducement for, the Agency in providing financial assistance to the Project. I certify that I am familiar with the Project and am authorized by the Company to provide the foregoing information, and such information is true and complete to the best of my knowledge. I further agree that I will advise the Agency of any changes in such information, and will answer any further questions regarding the Project prior to the closing.

I affirm under penalty of perjury that all statements made on this application are true, accurate, and complete to the best of my knowledge.

Date Signed: March 9, 2023.

Name of Person Completing Project Questionnaire on behalf of the Company.

Name: David M. Aitken

Title: Director of Government Affairs

Phone Number: 315-634-7842

Address: 4 Clinton Square, Syracuse NY 13202

Signature: _____



SCHEDULE A

CREATION OF NEW JOB SKILLS

Please list the projected new job skills for the new permanent jobs to be created at the Project as a result of the undertaking of the Project by the Company.

New Job Skills	Number of Positions Created	Range of Salary and Benefits
Please See Attached	Please See Page 17	Please See Attached

Should you need additional space, please attach a separate sheet.

COSTCO PROJECT AREA VISUAL

02/15/2023



Costco Project Site Photos

1 Gabriel
Terrace



2 Gabriel
Terrace



3 Gabriel
Terrace



4 Gabriel
Terrace



5 Gabriel
Terrace



7 Gabriel
Terrace



8 Gabriel
Terrace



9 Gabriel
Terrace



2 Rielton
Court



4
Rielton
Court



5 Rielton
Court



6 Rielton
Court





8 Rielton
Court

5 Lawton
Terrace



7 Lawton
Terrace



9 Lawton
Terrace



14
Lawton
Terrace



16 Lawton
Terrace



1 Tiernan
Court



[illegible]

		Front End Assistant	Loads member orders to a cart or flatbed. Performs clean-up, cart retrieval, merchandise restocking and runs for items as directed.	\$17.50/hr- \$26.75/hr, Employees at the top of scale after attaining 12,400 hours of employment and based on years of continuous employment receive two extra checks per year of \$2500-\$5000, total annual amount of \$5000-\$10,000	\$577,200.00	\$984,600.00
		Supervisor	Oversees employees, coordinates activities and upholds standards of the department. Performs computer duties for the register system controller.	\$20.00/hr- \$29.95/hr, Hourly rate based on \$1.50 over the hours step earned or \$1.50 over the highest paid person they supervise, whichever is higher. Employees at the top of scale after attaining 12,400 hours of employment and based on years of continuous employment receive two extra checks per year of \$2500-\$5000, total annual amount of \$5000-\$10,000	\$332,800.00	\$578,368.00
		Gas Station				
		Gas Station Supervisor	Addresses personnel issues and oversees tasks performed by supervisors and employees. Responsible to understand, teach, and maintain our culture, core values and ethics. Oversees employees, coordinates activities and upholds standards of the department. Performs computer duties for the register system controller. Maintains HAZMAT and other necessary records of compliance to operate a gas station. Maintains the necessary certifications for the position. Monitors gas pumps, traffic flow, storage tanks, assists members, and quickly responds to potential emergencies. Cleans, manages spills, and performs routine maintenance and inspections.	\$20.00/hr- \$29.95/hr, Employees at the top of scale after attaining 12,400 hours of employment and based on years of continuous employment receive two extra checks per year of \$2500-\$5000, total annual amount of \$5000-\$10,000	\$41,600.00	\$62,296.00
		Gas Station Attendant	Monitors gas pumps, traffic flow, storage tanks, assists members, and quickly responds to potential emergencies. Cleans, manages spills, and performs routine maintenance and inspections.	\$17.50/hr- \$26.75/hr, Employees at the top of scale after attaining 12,400 hours of employment and based on years of continuous employment receive two extra checks per year of \$2500-\$5000, total annual amount of \$5000-\$10,000	\$145,600.00	\$262,560.00
		Hearing Aid				
		Senior Licensed Specialist	Supervises all personnel within the department. Ensures operational compliance and licensing. Full P&L responsibility for the department. Oversees employees and directs operations of Hearing Center. Performs exams, takes ear impressions, fits, cleans, adjusts, and orders hearing aid product and supplies.	\$85,863 base salary with annual increases, plus an annual paid bonus of \$3500 prorated on hours worked in position.	\$85,863.00	\$89,363.00
		Licensed Specialist	Oversees employees and directs operations of Hearing Center. Performs exams, takes ear impressions, fits, cleans, adjusts, and orders hearing aid product and supplies.	\$26.50/hr- \$36.45/hr, Employees at the top of scale after attaining 12,400 hours of employment and based on years of continuous employment receive two extra checks per year of \$2500-\$5000, total annual amount of \$5000-\$10,000	\$110,240.00	\$171,632.00
		Non Licensed Attendant	Answers telephone and schedules appointments for the Hearing Center. Rings sales, provides clerical support, cleans area, and provides prompt and courteous customer service.	\$18.50/hr- \$28.45/hr, Employees at the top of scale after attaining 12,400 hours of employment and based on years of continuous employment receive two extra checks per year of \$2500-\$5000, total annual amount of \$5000-\$10,000	\$38,480.00	\$69,176.00
		Meat Dept				
		Meat Department Manager	Addresses personnel issues and oversees tasks performed by supervisors and employees. Responsible to understand, teach, and maintain our culture, core values and ethics. Controls inventory and full P&L responsibility for the operation of the department. Must maintain current Food Safety Certification.	Salary Range of \$81,000-\$88,000 with continued annual increases. Annual bonus of \$3000 prorated on hours worked in position.	\$81,000.00	\$91,000.00
		Meat Cutter	Cuts and trims and prepares raw meat and seafood for sale using saws, knives, grinder, slicer and tenderizer. Maintains salable floor stock throughout the day. Must maintain current food safety certification.	\$19.00/hr- \$30.65/hr, Employees at the top of scale after attaining 12,400 hours of employment and based on years of continuous employment receive two extra checks per year of \$2500-\$5000, total annual amount of \$5000-\$10,000	\$79,040.00	\$147,504.00
		Meat Wrapper	Package for sale product prepared in the meat department. Ensure compliance to weights and measures. Replenish sales areas and rotate goods. Perform all maintenance tasks in the meat department, and follow the established SSOP and HACCP protocols. Must maintain current Food Safety Certification.	\$17.50/hr- \$26.75/hr, Employees at the top of scale after attaining 12,400 hours of employment and based on years of continuous employment receive two extra checks per year of \$2500-\$5000, total annual amount of \$5000-\$10,000	\$36,400.00	\$65,640.00
		Member Service				
		Member Service Security	Actively greets members, provides high level member service, verifies membership card, keeps entry counts, and checks receipts upon members exiting. Performs and documents warehouse safety and security checks.	\$17.50/hr- \$26.75/hr, Employees at the top of scale after attaining 12,400 hours of employment and based on years of continuous employment receive two extra checks per year of \$2500-\$5000, total annual amount of \$5000-\$10,000	\$291,200.00	\$525,120.00
		Membership				
		Membership / Refunds Clerk	Processes member sign ups, renewals and added cards. Educates members and potential members about membership, warehouse and credit programs. Issues replacement and temporary cards, keys credit applications and provides a high level of member service. Works the returns and refunds desk with a high level of service to assist members in returning or refunding defective or unwanted product.	\$18.50/hr- \$28.45/hr, Employees at the top of scale after attaining 12,400 hours of employment and based on years of continuous employment receive two extra checks per year of \$2500-\$5000, total annual amount of \$5000-\$10,000	\$384,800.00	\$691,760.00
		Merchandising				
		Merchandise Manager	*** See Senior/Staff Manager position Above			
		Area Managers	*** See Area Manager position Above			
		Merchandise Supervisors	Oversees employees, coordinates activities and upholds standards of the department. Plans Directs and executes floor moves. Maintains standards on the floor throughout the day. Ensures compliance with contractual agreements in merchandising.	\$20.00/hr- \$29.95/hr, Hourly rate based on \$1.50 over the hours step earned or \$1.50 over the highest paid person they supervise (only over the base rate of a forklift drive which makes a \$1.50/hr premium), whichever is higher. Employees at the top of scale after attaining 12,400 hours of employment and based on years of continuous employment receive two extra checks per year of \$2500-\$5000, total annual amount of \$5000-\$10,000	\$83,200.00	\$144,592.00
		Stocker	Stocks and straightens merchandise for sale in the warehouse. Clears and cleans aisles, assists members.	\$17.50/hr- \$26.75/hr, Employees at the top of scale after attaining 12,400 hours of employment and based on years of continuous employment receive two extra checks per year of \$2500-\$5000, total annual amount of \$5000-\$10,000	\$364,000.00	\$656,400.00

		Forklift Driver	Operates a stand-up electric forklift to move pallets of merchandise and equipment throughout the warehouse. Hand stacks product from partial pallets onto full pallets of product.	\$20.00/hr- \$29.95/hr (this is the base plus premium). Employees at the top of scale after attaining 12,400 hours of employment and based on years of continuous employment receive two extra checks per year of \$2500-\$5000, total annual amount of \$5000-\$10,000	\$208,000.00	\$361,480.00
		Sales Assistant	Sells merchandise and assists members in the major appliance, electronics. Answers member questions, demonstrates merchandise. Stocks and maintains good condition of department product.	\$17.50/hr- \$26.75/hr, Employees at the top of scale after attaining 12,400 hours of employment and based on years of continuous employment receive two extra checks per year of \$2500-\$5000, total annual amount of \$5000-\$10,000	\$145,600.00	\$262,560.00
		Optical				
		Optical Manager/ Not included in core operations above	Supervises all personnel within the department. Ensures operational compliance and licensing. Full P&L responsibility for the department. Assists members in choosing and ordering eyeglasses. Uses computer to process orders, fits eyeglasses, dispenses eyeglasses and contacts and oversees apprentices. Provides prompt and courteous member service. Follows department procedures for stocking and cleaning.	Starting Salary(NY) \$95,274 with annual raises plus annual bonus of \$3500 prorated on hours worked in position.	\$95,274.00	\$98,774.00
		Optician Licensed	Assists members in choosing and ordering eyeglasses. Uses computer to process orders, fits eyeglasses, dispenses eyeglasses and contacts and oversees apprentices. Provides prompt and courteous member service. Follows department procedures for stocking and cleaning.	\$27.50/hr- \$37.45/hr*, Employees at the top of scale after attaining 12,400 hours of employment and based on years of continuous employment receive two extra checks per year of \$2500-\$5000, total annual amount of \$5000-\$10,000 *based on the current NY premium pay of \$9/hr	\$228,800.00	\$351,584.00
		Pharmacy				
		State Licensed Pharmacy Manager/Not included in core operations above	Supervises all personnel within the department. Ensures operational compliance and licensing. Full P&L responsibility for the department. Licensed by the state as a Pharmacist to fill, dispense, and write (where allowed by law) prescriptions for customers. Counsels Customers within the legal bounds of authorization. Orders and stocks drugs, supplies, and over-the-counter merchandise. Updates patient records and inventory, processes invoices, and makes accounting entries using computerized system.	Current Base salary of \$183,971 plus bonus eligible up \$15,000	\$183,971.00	\$198,971.00
		State Licensed Pharmacist	Licensed by the state as a Pharmacist to fill, dispense, and write (where allowed by law) prescriptions for customers. Counsels Customers within the legal bounds of authorization. Orders and stocks drugs, supplies, and over-the-counter merchandise. Updates patient records and inventory, processes invoices, and makes accounting entries using computerized system.	\$75.21/hr	\$156,436.80	\$156,436.80
		Pharmacy Certified Technician	Assists Pharmacist to fill, dispense prescriptions for customers. Assists customers at counter, retrieves prescriptions, rings up customers. Orders and stocks drugs, supplies, and over-the-counter merchandise. Updates patient records and inventory, processes invoices, and makes accounting entries using computerized system.	\$20.50/hr- \$30.45/hr, Employees at the top of scale after attaining 12,400 hours of employment and based on years of continuous employment receive two extra checks per year of \$2500-\$5000, total annual amount of \$5000-\$10,000	\$42,640.00	\$293,344.00
		Receiving RTV				
		Receiving Manager	*** See Senior/Staff Manager position Above			
		Receiving Clerk	Counts and signs for delivered merchandise, verifying to freight bill and purchase order. Inspects condition of goods for quality. Keys received goods to computer. Answers phone, works with vendors and buyers on phone.	\$18.50/hr- \$28.45/hr, Employees at the top of scale after attaining 12,400 hours of employment and based on years of continuous employment receive two extra checks per year of \$2500-\$5000, total annual amount of \$5000-\$10,000	\$38,480.00	\$69,176.00
		RTV Clerk	Checks damaged, deleted, and defective goods to Return-to-Vendor inventory in the computer. Obtains vendor return authorization for items and ships out or places on pallets to send back to Depot on trucks.	\$18.50/hr- \$28.45/hr, Employees at the top of scale after attaining 12,400 hours of employment and based on years of continuous employment receive two extra checks per year of \$2500-\$5000, total annual amount of \$5000-\$10,000	\$38,480.00	\$69,176.00
		Service Deli				
		Service Deli Manager	Addresses personnel issues and oversees tasks performed by supervisors and employees. Responsible to understand, teach, and maintain our culture, core values and ethics. Controls inventory and full P&L responsibility for the operation of the department. Must maintain current Food Safety Certification.	Salary Range of \$81,000-\$88,000 with continued annual increases. Annual bonus payment of \$3000 based on hours worked in position.	\$81,000.00	\$91,000.00
		Service Deli Clerk	Prepares, packages, and labels meals, entrees, salads, party trays, rotisserie chicken, and ribs. Follows Costco standards for food preparation and sanitation. Must maintain current Food Safety Certification.	\$18.50/hr- \$28.45/hr, Employees at the top of scale after attaining 12,400 hours of employment and based on years of continuous employment receive two extra checks per year of \$2500-\$5000, total annual amount of \$5000-\$10,000	\$384,800.00	\$691,760.00
		Tire Shop				
		Tire Shop Manager/Not included in Core Operations above	Full P&L responsibilities and personnel responsibilities. Oversees employees, coordinates activities and upholds standards of the department. Performs Safety checks on vehicles, and verifies installations. Balances, installs, and rotates tires. Stocks tires and batteries, and repairs tires. Answers questions, makes recommendations, and assists members with purchasing/returning tires and batteries. Performs computer duties for the register system controller.	Salary Range \$72,000-\$80,000 with continued annual increases. Annual Bonus of \$3000 prorated based on hours worked in position.	\$72,000.00	\$83,000.00
		Tire Shop Supervisor	Oversees employees, coordinates activities and upholds standards of the department. Performs Safety checks on vehicles, and verifies installations. Balances, installs, and rotates tires. Stocks tires and batteries, and repairs tires. Answers questions, makes recommendations, and assists members with purchasing/returning tires and batteries. Performs computer duties for the register system controller.	\$20.00/hr- \$29.95/hr. Hourly rate based on \$1.50 over the hours step earned or \$1.50 over the highest paid person they supervise, whichever is higher. Employees at the top of scale after attaining 12,400 hours of employment and based on years of continuous employment receive two extra checks per year of \$2500-\$5000, total annual amount of \$5000-\$10,000	\$166,400.00	\$144,592.00
		Tire Installer	Balances, installs, and rotates tires. Stocks tires and batteries, and repairs tires. Answers questions, makes recommendations, and assists members with purchasing/returning tires and batteries.	\$18.50/hr- \$28.45/hr, Employees at the top of scale after attaining 12,400 hours of employment and based on years of continuous employment receive two extra checks per year of \$2500-\$5000, total annual amount of \$5000-\$10,000	\$115,440.00	\$207,528.00
					\$46,607.48	\$74,186.99

					Estimated salary and fringe benefits low average	Estimated salary and fringe benefits high average
				Professional or Managerial	\$70,104.58	\$88,343.14
				Skilled	\$46,657.26	\$80,857.81
				Semi-Skilled	\$38,480.00	\$69,176.00
				Un-Skilled	\$37,040.00	\$65,708.00



Mailing Address:
PO Box 3547
Saratoga Springs, NY 12866
Phone: 518.899.2608
Fax: 512.777.5045

Regional Offices:
Boston, MA
Richmond, VA
Portland, ME
Brattleboro, VT

MEMORANDUM

To: Crossgates ReleaseCo, LLC
From: Rachel Selsky and Jessica Tagliafierro, Camoin Associates
Date: 8/11/2022
Re: **Project Benefits Development of Costco at Crossgates Site (Western Avenue/Rapp Road Crossgates Mall Road and Gabrielle Terrace)**

Summary of Benefits

Crossgates ReleaseCo, LLC (the Developer) is proposing a project at the intersection of Crossgates Mall Road and Western Avenue that will provide +/- 160,000 square feet of retail including a Costco and fueling stations on a currently vacant and underutilized +/- 16-acre site and will result in infrastructure upgrades and connectivity improvements for the Town of Guilderland (the Project). Camoin Associates was engaged by the Developer to provide a third-party evaluation of the project benefits.

Expected Annual Fiscal Benefit of Project

	Benefits Within Guilderland	Indirect Benefits (School/County/State)	Total
Estimated Net New Real Property Taxes	\$19,630	\$122,077	\$141,707
Estimated Total Direct Project Payroll (assumes 50% residing in Town)	\$4,741,429	\$4,741,429	\$9,482,858
Estimated Total Indirect Project Payroll (assumes 50% residing in Town)	\$600,059	\$600,059	\$1,200,118
Estimated NYS Income Tax at 4%		\$427,319	\$427,319
Estimated Sales Tax Revenue from on-site sales and employee earnings	\$166,114	\$3,078,306	\$3,244,420
Total	\$5,527,232	\$8,969,190	\$14,496,422

Source: Developer, Camoin Associates

Note: Property tax revenue based on the SEQR Findings Statement for the Rapp Road Residential/Western Avenue Mixed Use Redevelopment Projects.

Our evaluation finds that upon opening, the estimated total annual financial benefit, including net new property taxes, permanent payroll, income taxes, and net new sales taxes will be nearly \$14.5 million. The calculation of impacts is discussed in further detail in later sections of this memo.

Visitation and Spending Benefits

The Project will fill a market demand for one-stop retail within the Town of Guilderland and contribute to the overall vibrancy of the Crossgates Mall area. Given the ongoing transformation of the retail industry, diversifying product offerings around Crossgates Mall is critical to its success. Although e-commerce has redefined the public's expectations of how and where they can purchase everyday goods, the demand for retail as an amenity that contributes to the development and competitiveness of other markets is strong. The integration of Costco into the Crossgates Mall area will be a new offering for the Town that helps support the viability of the mall and other businesses in the surrounding community.

Costco is known to carry quality, brand-name merchandise at lower prices than are typically found at conventional wholesale or retail sources. Costco warehouses present one of the largest product category selections to be found under a single roof. Categories include groceries, candy, appliances, electronics, automotive supplies, tires, toys, hardware, sporting goods, jewelry, watches, cameras, books, housewares, apparel, health and beauty aids, furniture, office supplies, and office equipment. Although Costco is known for carrying top quality national and regional brands, members can also shop Costco's private label, Kirkland Signature. The brand's major competitors include BJs, Sam's Club, and Restaurant Depot.

There is not currently a Costco in the Town of Guilderland, Albany County, or in the economic development region. Brand-loyal customers who would typically shop at Costco in other municipalities that are geographically distant from the site due to a lack of Costco in the Town of Guilderland and Albany County are likely to shop at the Project. Revenues from these customers would be net new to the Town as these goods and services are not currently reasonably accessible to the residents of the Town of Guilderland.

The nearest Costco location is over an hour and a half east of the site in West Springfield, MA. In the other directions, the nearest Costco locations are further away. To the north, there is a Costco located in Colchester, VT, which is 153 miles from the site. 108 miles to the South there is a Costco in Nanuet, NY and 147 miles to the west there is a Costco in Camillus, NY. Given the lack of Costco locations in and around Guilderland, it is likely that the proposed Costco will capture the market of Costco brand-loyal customers that exist between the site and halfway between these other locations.

The Project could potentially also attract customers who would typically shop at similar mass merchandisers outside of the market area or who would choose to shop at Costco over other smaller chains if there was one available. Revenue from these shoppers would be considered net new to the Town. Costco's low prices and good values have helped it to amass a customer base that will, at times, travel up to an hour to shop at its locations rather than at retailers closer to home. There are four similar retailers within a 30-minute drive of the site, however none of these retailers are within the Town of Guilderland. Shoppers with a preference towards Costco might shift their purchasing from the other mass merchandise stores or other retailers to the new Costco. The existing comparable retailers include:

- ◆ Sam's Club (Latham, Albany County)
- ◆ BJ's Wholesale Club (Albany, Albany County)
- ◆ Restaurant Depot (Albany, Albany County)
- ◆ BJ's Wholesale Club (Schenectady, Schenectady County)

Based on the foregoing, we believe that the Project is likely to attract a significant number of visitors from outside the economic development region.

Transportation and Infrastructure Benefits

In addition to visitor attraction, the Project will contribute to increased connectivity in and around Crossgates Mall. The Project includes plans for pedestrian and bicycle connectivity from Costco to the mall and other proposed residential and retail developments on neighboring sites, all of which will be funded by

the Developer, Costco, and other private developers. A Complete Streets approach will be used to enable usage and support mobility for all users, through development of amenities such as sidewalks, crosswalks, pedestrian control signals, bicycle lanes, and dedicated bus lanes, among others. Both Rapp Road and Crossgates Mall Road will receive "Road Diets." This aligns with goals from the Town of Guilderland's Comprehensive Plan and Transit Oriented Development District (2018) which includes goals of increasing connections to shopping opportunities by providing sidewalks and/or trails, and improving the pedestrian environment.

Furthermore, a new roundabout at Crossgates Mall Road and Fuller Road Alternate (I-87/I-90 ramps) will be constructed and operational prior to the opening of Costco to customers. The roundabout has been part of the Capital District Transit Authority's (CDTA) plan for several years, and will be funded by CDTA through grant funds with the Developer covering the remaining gaps in funding. The roundabout will be designed to accommodate vehicles of all sizes and to increase traffic capacity while slowing and directing traffic. Construction of the roundabout in partnership with the Costco project and the Developer makes this long desired traffic improvement financially feasible. Improving traffic access to Crossgates Mall also satisfies recommendations made in the town's Comprehensive Plan.

The increased connectivity supported by the Project, through pedestrian walkways and the construction of the roundabout, will help support the entire Crossgates Mall area as a place that Guilderland residents can easily access and want to spend their time.

Role of Camoin Associates and Scope of Engagement

Camoin Associates has been engaged as an objective third party to evaluate quantitative and qualitative benefits to the Town of Guilderland that are expected as a result of the redevelopment of a vacant 16-acre site the intersection of Crossgates Mall Road and Western Avenue as a +/- 160,000 square foot Costco with fueling stations (the Project). Services include the provision of an objective, third-party analysis that will assist the Town of Guilderland Industrial Development Agency (the IDA) with its of the Project's future application for financial assistance from the IDA.

In preparing this memo and previous reports, Camoin Associates has relied upon information provided by the Developer, including project description, costs, and workforce. Information was gathered during the preparation of an economic and fiscal impact of the Project in 2019 and has been supplemented by additional materials including the Project's 2020 SEQR Findings Statement, and additional information received in 2022.

Project Description

The Project includes the construction of a +/- 160,000 square foot Costco and fueling stations, with connectivity improvements to Crossgates Mall and other neighboring sites. The location of the Project at the intersection of Crossgates Mall Road and Western Avenue in Guilderland will provide residents of the Town access to goods and services that are not currently available in the Town along with supporting the future vitality of Crossgates Mall and the surrounding area. The Project is complementary to the mall and proposed residential and retail developments on neighboring parcels, all of which will help the area adapt

to a changing retail landscape and new consumer preferences for how and where goods and services are consumed. The Economic and Fiscal Impact analysis completed by Camoin Associates in October 2019 identified strong demand for a store such as Costco in Guilderland and the surrounding region. This report determined that the Project, as designed, would offer residents access to goods that are not currently available in Guilderland and would attract consumers from outside of the town. Camoin Associates reviewed the assumptions used in the 2019 report and determined that they are still reasonable.

Economic Impact Analysis

Using the assumptions generated in the 2019 report along with updated jobs and sales information provided by the Developer, Camoin Associates updated the previously calculated economic impact analysis.

As discussed in the 2019 report, assigning a specific figure to the proportion of “net new” activity is imprecise in this case, but using the market information summarized in the above *Visitation and Spending Benefits* section and our professional judgment, we estimate that 50% of sales at Costco will be net new to Albany County and 75% of sales will be net new to the Town.

According to the Developer, \$188,208,906 in annual, stabilized sales are projected at the new Costco. Based on the net new assumptions, this means that there will be over \$94.1 million in net new sales in Albany County and nearly \$141.2 million in net new sales in the Town of Guilderland. Based on comparable facilities in the Northeast there will be approximately 202 employees on site upon stabilization. Using the same net new assumptions, this means that 101 employees will be considered net new to Albany County and 152 will be considered to be net new to the Town of Guilderland.

Net New Sales

	Albany County	Town of Guilderland
Annual Sales	\$188,208,906	\$188,208,906
% Net New	50%	75%
Net New Sales	\$94,104,453	\$141,156,679

Net New Jobs

	Albany County	Town of Guilderland
New Jobs	202	202
% Net New	50%	75%
Net New Jobs	101	152

Source: Developer, Costco, Camoin Associates

The table below shows the impact that the new jobs and sales would have on the Town of Guilderland in terms of the direct, indirect, and total impact on employment and wages. The total impact is expected to be 168 jobs, nearly \$10.7 million in earnings, and over \$169.6 million in sales, annually.

Annual Economic Impact of Costco on the Town of Guilderland

	Direct	Indirect	Total
Jobs	152	16	168
Earnings	\$9,482,858	\$1,200,117	\$10,682,976
Sales	\$141,156,679	\$28,451,839	\$169,608,518

Source: Lightcast (formerly Emsi), Camoin Associates

Fiscal Benefit Analysis

In addition to the economic impacts, a positive impact on municipal revenues in the form of new property and sales tax revenue will occur as a result of the Project. According to the Developer, the site is currently vacant and underutilized, generating \$16,645 in property taxes for the Town. The Town will benefit from an additional estimated \$19,630 in property taxes, annually, following completion of the Project.

New sales tax revenue will be generated in two ways: from on-site sales and from employee earnings. As discussed previously, over \$188.0 million in annual, stabilized sales are projected at the new Costco. As detailed in the *Economic Impact Analysis* section, 50% of these sales will be considered to be net new to Albany County and wouldn't be expected to happen without the project. Therefore, the \$94.1 million in net new sales will result in new sales tax revenue to Albany County and the Town of Guilderland. Tax revenue collected by New York State based on this new Albany County spending was also calculated. Sales tax revenue generated for the state is included for illustrative purposes only.

It is assumed that the vast majority of goods sold on-site will be taxable, while a small amount of goods will not be taxable. According to the developer, 85% is a conservative assumption of the portion of sales that will be taxable. Using these assumptions, the county will collect nearly \$3.2 million in net new sales tax revenue. The Town of Guilderland is estimated to receive \$163,817 of the sales tax revenue collected by Albany County.¹

¹ According to the NYS Comptroller's Office Division of Local Government and School Accountability, Albany County keeps 60% of sales tax revenue and distributes 40% of sales tax revenue to the cities and towns on the basis of population. Based on population, approximately 12% of the 40% that is distributed to the cities and towns will be distributed to the Town of Guilderland.

Annual Sales Tax Revenue - On-Site Sales

Total Net New Sales	\$94,104,453
Amount Taxable (85%)	\$79,988,785
Total Sales Tax Rate	8.00%
Total NYS Sales Tax Associated with Costco (4.00%)	\$3,199,551
Total New County Sales Tax Generated (4.00%)	\$3,199,551
Amount Distributed to Town	\$163,817

Source: Camoin Associates, NYS Comptroller**Note:** Sales tax revenue collected by the state and associated with this project is calculated for illustrative purposes only.

The new earnings generated by the on-site jobs that will occur as a result of the new Costco would lead to additional annual sales tax revenue for the taxing jurisdictions. To avoid double counting sales tax that is already accounted for in the on-site sales, spending that would occur on-site are deducted from total earnings. Based on the mix of retail goods offered by Costco, and an analysis of spending baskets of typical U.S. households, 40% of household spending would occur on-site. Therefore, 60% of total new earnings will not be spent on-site and therefore represent additional new tax revenue. Of these earnings, it is assumed that 70% will be spent in the County, 90% in New York State, and that 25% of these purchases will be taxable. Under these assumptions, the County would collect \$44,868, with \$2,297 of that being distributed to the Town. Again, sales tax revenue generated for the state is included for illustrative purposes only.

Annual Sales Tax Revenue - On-Site Jobs

Total New Earnings	\$10,682,976
Earnings Not Spent On-Site (60%)	\$6,409,785
Amount Taxable (25%)	\$1,602,446
Amount Spent in County (70%)	\$1,121,712
Total New County Sales Tax Generated (4.00%)	\$44,868
Amount Distributed to Town	\$2,297
Amount Spent in State (90%)	\$1,442,202
Total NYS Sales Tax Associated with Costco (4.00%)	\$57,688

Source: Camoin Associates, NYS Comptroller**Note:** Sales tax revenue collected by the state and associated with this project is calculated for illustrative purposes only.

In total, the Town of Guiderland will benefit from an estimated \$166,114 in new annual sales tax revenue. Albany County and will collect an estimated nearly \$3.1 million in new sales tax revenue, annually, as a result of the project.

Total Annual Sales Tax Revenue

	Town of Guiderland Albany County	
On-Site Sales	\$163,817	\$3,035,734
On-Site Employee Earnings	\$2,297	\$42,571
New Tax Revenue	\$166,114	\$3,078,306

Source: Camoin Associates, NYS Comptroller

Transportation and Infrastructure Impact

Beyond the economic and fiscal benefits of the Project, the development of pedestrian walkways and multi-use paths around the site, as well as a new roundabout for vehicular traffic, will improve connectivity to the mall and neighboring sites that are also in the process of being developed. Today, the Project site is vacant and the Crossgates Mall area is not easily accessible, except by vehicle. The improved connectivity will be transformative, helping to create a vibrant, mixed-use center that serves a variety of needs for Town residents and creates a destination for new visitors from within and beyond the economic development region.

Economic and Fiscal Impact

Crossgates Rapp Road Development

OCTOBER 2019

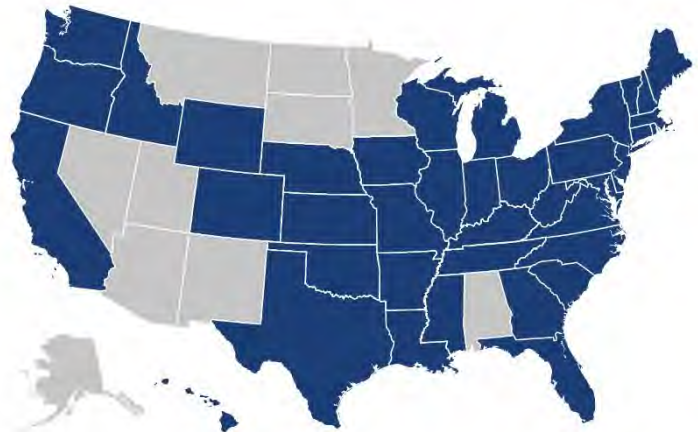
PREPARED BY:



120 West Avenue, Suite 303
Saratoga Springs, NY 12866
518.899.2608
www.camoinassociates.com

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 40 states and garnered attention from national media outlets including Marketplace (NPR), 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).

Jessica Ulbricht
Analyst, Project Staff



CONTENTS

Executive Summary 1

Site 1 Impact Analysis..... 8

Site 2 Impact Analysis..... 17

Site 3 Impact Analysis..... 24

Attachment A: What is Economic Impact Analysis? 31

This page intentionally left blank.

EXECUTIVE SUMMARY

Rapp Road Development, LLC (the “Client,” or the “Developer”) is proposing three major mixed-use developments (the “Projects”) on three sites that they own in the Town of Guilderland (the “Town”) in the vicinity of Crossgates Mall. As part of the State Environmental Quality Review (SEQR) process, this study evaluates the scope of potential fiscal impacts to the Town as a result of the three separate proposed projects. The Developer also seeks to demonstrate the positive benefit of the Projects on the Town in terms of new economic activity and job creation. The first of the three sites (Site 1) includes 222 new mid- to high- end one and two-bedroom apartment units complete with a fitness center, community space, pool, and covered parking. Site 2 is comprised of approximately 160,000 square feet of retail including a Costco and fueling stations, and Site 3 will include a mix of retail space, office space, and 48 1- and 2- bedroom apartments. Collectively, we will refer to the three development sites as “the Sites”.¹

This Study analyzes the impact that the Project at each of the three sites would have on the Town of Guilderland and Albany County (the “County”) economies, net of any economic activity that would occur even if the Projects were not completed. In other words, we seek to capture the amount of economic activity that will be “net new” to the Town and the County as a result of the Projects, after accounting for the proportion of economic activity that draws on demand already being satisfied within the region.

The following is a summary of our findings from this study, with details below. Given the ongoing transformation of the retail industry, Camoin 310 found that diversifying product offerings around Crossgates Mall is critical to its success. Although e-commerce has redefined the public’s expectations of how and where they can purchase everyday goods, the demand for retail as an amenity that contributes to the development and competitiveness of other markets is strong. Retail succeeds when it is thoughtfully integrated into communities and positioned as a “lifestyle center” that combines malls and shopping centers with residential, office, and other uses. Creating this type of environment is the new normal for malls, and necessary for them to remain viable.

There will be positive fiscal impacts that result from these developments for the County and the Town in the form of new property and sales tax revenue. Given the high level of investment into the development of these three sites, we anticipate that the taxable assessed value upon completion will be significantly higher than it currently is. In addition to property tax, the Projects will generate new sales tax. As part of this study, Camoin 310 modeled the estimated sales tax impacts of the development of each of the sites. These, too, represent a positive impact for Albany County and the Town of Guilderland. The total annual sales tax impacts of each site are summarized in Table 1.²

¹ Camoin 310 analyzed the current housing stock of the Town of Guilderland and Albany County using data from the 2013-2017 American Community Survey. Based on the extremely unique nature of this development and a lack of any similar developments in the areas, most of these units will be net new. Camoin 310 determined that 95% of the residential units will be net new, to account for a percentage of in-migration of existing Town and County residents. More details can be found on pages 11 and 12 of this analysis.

² According to the NYS Comptroller’s Office Division of Local Government and School Accountability, Albany County keeps 60% of sales tax revenue and distributes 40% of sales tax revenue to the cities and towns on the basis of population. The “Amount Kept by County” and the “Amount Distributed to Town” are calculated to reflect this. Based on population, approximately 12% of the 40% that is distributed to the cities and towns will be distributed to the Town of Guilderland. This methodology is used throughout the entire report in all sales tax calculations.

CAMOIN 310

Table 1

Total Annual Sales Tax Impact		
	Albany County	Town of Guilderland
Site 1	\$ 55,255	\$ 4,420
Household Spending	\$ 53,217	\$ 4,257
On-Site Employee Earnings	\$ 2,037	\$ 163
Site 2	\$ 1,845,892	\$ 157,516
On-Site Sales	\$ 1,836,000	\$ 156,672
On-Site Employee Earnings	\$ 9,892	\$ 844
Site 3	\$ 119,905	\$ 9,592
Household Spending	\$ 11,602	\$ 928
On-Site Sales	\$ 93,150	\$ 7,452
On-Site Employee Earnings	\$ 15,153	\$ 1,212

Source: Camoin 310

In addition to the fiscal impacts of the Project, there will be positive economic impacts that result as well. Table 2 summarizes the total annual economic impact, including both the direct and indirect impacts, on Albany County and the Town of Guilderland, of each of the three sites. Indirect effects are the result of new employees and households receiving and spending their wages in the economy. A more detailed summary of the impacts at each of the three sites follows.

Table 2

Total* Economic Impact Summary						
	Albany County			Town of Guilderland		
	Jobs	Earnings	Sales	Jobs	Earnings	Sales
Site 1	76	\$ 3,010,294	\$ 9,149,648	46	\$ 1,678,412	\$ 5,077,611
Site 2	142	\$ 3,925,207	\$ 114,429,795	187	\$ 5,140,925	\$ 133,312,798
Site 3	119	\$ 6,563,509	\$ 14,664,943	144	\$ 10,313,308	\$ 19,111,696

Source: EMSI, Camoin 310

*Includes direct and indirect impacts

CAMOIN 310

SITE 1

The economic and fiscal impacts of Site 1 are outlined below. Site 1 is expected to begin construction in spring 2020 and will be completed within 24 months. This phase includes the development of 222 mid- to high- end apartment buildings, with related amenities.

Annual Fiscal Impact

Upon project completion and occupation, Site 1 will have the following ongoing annual economic impacts:

- ◆ Significant contribution of new property tax revenue to Albany County and the Town of Guilderland.
- ◆ New sales tax revenue resulting from household spending and on-site employee earnings of \$55,255 to Albany County.
- ◆ New sales tax revenue resulting from household spending and on-site employee earnings of \$4,420 to the Town of Guilderland.

Table 3

Total Annual Sales Tax Revenue - Site 1			
	Albany County		Town of Guilderland
Household Spending	\$	53,217	\$ 4,257
On-Site Employee Earnings	\$	2,037	\$ 163
New Tax Revenue	\$	55,255	\$ 4,420

Source: Camoin 310, NYS Comptroller

Annual Economic Impact

Upon Project completion and occupation, Site 1 will have the following ongoing annual economic impacts:

- ◆ 76 new jobs along with an associated over \$3.0 million in new wages and over \$9.1 million in new sales in Albany County.
- ◆ Of these, 46 new jobs, nearly \$1.7 million in new wages and nearly \$5.1 million in new sales will be in the Town of Guilderland.

Table 4

Total Economic Impact - Site 1				
Albany County				
	Direct	Indirect	Total	
Jobs	58	18	76	
Earnings	\$ 2,027,101	\$ 983,194	\$ 3,010,294	
Sales	\$ 6,331,368	\$ 2,818,280	\$ 9,149,648	
Town of Guilderland				
	Direct	Indirect	Total	
Jobs	46	1	46	
Earnings	\$ 1,606,007	\$ 72,405	\$ 1,678,412	
Sales	\$ 4,034,758	\$ 242,853	\$ 5,077,611	

Source: EMSI, Camoin 310

CAMOIN 310

Construction Impact³

The construction phase of Site 1 will result in the following one-time benefits:

- ◆ 489 new jobs along with an associated nearly \$19.5 million in new wages and over \$50.9 million in new sales in Albany County.
- ◆ 159 new jobs along with an associated over \$10.6 million in new wages and nearly \$25.5 million in new sales in the Town of Guiderland.

Table 5

Economic Impact - Construction Phase - Site 1				
Albany County				
	Direct	Indirect	Total	
Jobs	410	79	489	
Earnings	\$ 14,952,679	\$ 4,535,731	\$	19,488,410
Sales	\$ 37,620,000	\$ 13,297,273	\$	50,917,273
Town of Guiderland				
	Direct	Indirect	Total	
Jobs	156	3	159	
Earnings	\$ 10,480,247	\$ 134,035	\$	10,614,283
Sales	\$ 25,080,000	\$ 379,787	\$	25,459,787
Source: EMSI, Campaign 310				

Source: EMSI, Camoin 310

³ A retail leakage analysis of Albany County and the Town of Guiderland suggests that a vast majority of the goods and services that will be purchased for the construction period are available within the County and a large amount are available within the town, but there will still be some outside spending through purchases made in other municipalities. Based on third party proprietary retail spending data, 90% is a reasonable assumption for the amount of in-county construction spending and 60% for the amount of in-town spending. The construction spending assumptions are used throughout the analysis of all Project Sites. Source: Esri

CAMOIN 310

SITE 2**Annual Fiscal Impact**

Upon project completion and occupation, Site 2 will have the following ongoing annual fiscal impacts:

- ◆ Significant contribution of new property tax revenue to Albany County and the Town of Guilderland.
- ◆ New sales tax revenue resulting from on-site sales and employee earnings of \$1,845,892 to Albany County.
- ◆ New sales tax revenue resulting from on-site sales and employee earnings of \$157,516 to the Town of Guilderland.

Table 6

Total Annual Sales Tax Revenue - Site 2		
	Albany County	Town of Guilderland
On-Site Sales	\$ 1,836,000	\$ 156,672
On-Site Employee Earnings	\$ 9,892	\$ 844
New Tax Revenue	\$ 1,845,892	\$ 157,516

Source: Camoin 310, NYS Comptroller

Annual Economic Impact

Upon Project completion and occupation, Site 2 will have the following ongoing annual economic impacts:

- ◆ 142 new jobs along with an associated over \$3.9 million in new wages and over \$114.4 million in new sales in Albany County.
- ◆ 187 new jobs along with an associated over \$5.1 million in new wages and over \$133.3 million in new sales in the Town of Guilderland.

Table 7

Total Economic Impact - Site 2				
Albany County				
	Direct	Indirect	Total	
Jobs	123	19	142	
Earnings	\$ 2,886,457	\$ 1,036,750	\$	3,925,207
Sales	\$ 85,000,000	\$ 29,429,795	\$	114,429,795
Town of Guilderland				
	Direct	Indirect	Total	
Jobs	184	3	187	
Earnings	\$ 4,972,887	\$ 168,038	\$	5,140,925
Sales	\$ 127,500,000	\$ 5,812,798	\$	133,312,798
Source: EMS, Camm 310				

Source: EMSI, Camoin 310

Construction Impact

The construction of Site 2 will result in the following one-time benefits:

- ◆ 181 new jobs along with an associated nearly \$13.2 million in new wages and over \$34.6 million in new sales in Albany County.

CAMOIN 310

- ◆ 75 new jobs along with an associated over \$7.2 million in new wages and nearly \$17.3 million in new sales in the Town of Guilderland.

Table 8

Economic Impact - Construction Phase - Site 2			
Albany County			
	Direct	Indirect	Total
Jobs	127	54	181
Earnings	\$10,077,839	\$3,094,141	\$13,171,980
Sales	\$25,560,000	\$9,068,457	\$34,628,457
Town of Guilderland			
	Direct	Indirect	Total
Jobs	74	1	75
Earnings	\$ 7,120,551	\$ 91,855	\$ 7,212,406
Sales	\$17,040,000	\$ 259,546	\$17,299,546

Source: EMSI, Camoin 310

SITE 3

Annual Fiscal Impact

Upon Project completion and occupation, Site 3 will have the following ongoing annual fiscal impacts:

- ◆ Significant contribution of new property tax revenue to Albany County and the Town of Guilderland.
- ◆ New sales tax revenue resulting from household spending, on-site sales and on-site employee earnings of \$119,905 to Albany County.
- ◆ New sales tax revenue resulting from household spending, on-site sales and on-site employee earnings of \$9,592 to the Town of Guilderland.

Table 9

Total Annual Sales Tax Revenue - Site 3		
	Albany County	Town of Guilderland
Household Spending	\$ 11,602	\$ 928
On-Site Sales	\$ 93,150	\$ 7,452
On-Site Employee Earnings	\$ 15,153	\$ 1,212
New Tax Revenue	\$ 119,905	\$ 9,592

Source: Camoin 310, NYS Comptroller

CAMOIN 310

Annual Economic Impact

Upon Project completion and occupation, Site 3 will have the following ongoing annual economic impacts:

- ◆ 119 new jobs along with an associated nearly \$6.6 million in new wages and nearly \$14.7 million in new sales in Albany County.
- ◆ 144 new jobs, over \$10.3 million in new wages and over \$19.1 million in new sales in the Town of Guilderland.

Table 10

Total Economic Impact - Site 3 Albany County				
	Direct	Indirect	Total	
Jobs	92	27	119	
Earnings	\$ 5,014,579	\$ 1,540,931	\$ 6,563,509	
Sales	\$ 10,386,461	\$ 4,278,482	\$ 14,664,943	
Town of Guilderland				
	Direct	Indirect	Total	
Jobs	140	4	144	
Earnings	\$ 10,022,919	\$ 290,389	\$ 10,313,308	
Sales	\$ 18,253,022	\$ 858,674	\$ 19,111,696	
Source: EMSI, Camoin 310				

Construction Impact

The construction of Site 3 will result in the following one-time benefits:

- ◆ 509 new jobs along with an associated nearly \$20.3 million in new wages and nearly \$53.0 million in new sales in Albany County.
- ◆ 165 new jobs along with an associated over \$11.0 million in new wages and nearly \$26.5 million in new sales in the Town of Guilderland.

Table 11

Economic Impact - Construction Phase - Site 3 Albany County			
	Direct	Indirect	Total
Jobs	426	83	509
Earnings	\$15,560,802	\$ 4,720,199	\$20,281,001
Sales	\$39,150,000	\$13,836,071	\$52,986,071
Town of Guilderland			
	Direct	Indirect	Total
Jobs	162	3	165
Earnings	\$10,906,477	\$ 139,487	\$11,045,964
Sales	\$26,100,000	\$ 395,232	\$26,495,232

Source: EMSI, Camoin 310

SITE 1 IMPACT ANALYSIS

Site 1, which is to be developed into a mid- to high- end multifamily apartment complex is expected to commence in spring 2020 will involve the construction of 222 residential units. Site 1 is expected to be completed 24 months after the project commences.

Fiscal Impact

SALES TAX REVENUE

NEW HOUSEHOLD SPENDING

Albany County and the Town of Guilderland will receive sales tax revenue from the purchases made by the new households at Site 1. Based on in-County and in-Town spending by new households, Albany County would receive approximately \$53,217 and the Town of Guilderland would receive approximately \$4,257 in new sales tax revenue, annually, following the completion of Site 1.

Table 12

Annual Sales Tax Revenue Household Spending - Site 1	
Total New Spending	\$ 7,391,301
Amount Taxable (30%)	\$ 2,217,390
County Sales Tax Rate	4.00%
Total County Sales Tax Generated	\$ 88,696
Amount Kept by County	\$ 53,217
Amount Distributed to Town	\$ 4,257

Source: Camoin 310, NYS Comptroller

Note that the household spending figure has already been adjusted to account for 70% of total spending occurring within the County and 50% of total spending occurring within the Town (see table titled "Tenant Spending Baskets" in the Economic Impact section). Also note that a higher value for "Amount Taxable" as compared to the following table (30% rather than 25%) was used since certain non-taxable items (related to housing expenses) have been removed from the total spending line, thus increasing the remaining portion taxable.

EMPLOYEE EARNINGS

The new earnings generated by on-site jobs that will occur as a result of building occupation at the Project would lead to additional annual sales tax revenue for the County and the Town. It is assumed that 70% of the earnings would be spent within Albany County and 50% would be spent within the Town of Guilderland⁴. It is also assumed that 25% of those purchases will be taxable.

⁴ Based on an analysis of available goods and services within the geographies (source: ESRI). These assumptions are used throughout the analysis for all sales tax calculations.

CAMOIN 310

Table 13

Annual Sales Tax Revenue On-Site Jobs - Site 1		
Total New Earnings	\$	485,066
Percent Spent in County		70%
Amount Spent in County	\$	339,546
Amount Taxable (25%)	\$	84,887
County Sales Tax Rate		4.00%
Total County Sales Tax Generated	\$	3,395
Amount Kept by County	\$	2,037
Amount Distributed to Town	\$	163
Source: Camoin 310, NYS Comptroller		

Under these assumptions, the County and the Town would receive approximately \$2,037 and \$163, respectively, each year in new tax revenue as a result of on-site jobs at Site 1.

TOTAL ANNUAL SALES TAX REVENUE

In total, we estimate that the County would receive \$55,255 and the Town would receive \$4,420 in annual sales tax related to Site 1 of the Project.

Table 14

Total Annual Sales Tax Revenue - Site 1			
	Albany County		Town of Guilderland
Household Spending	\$	53,217	\$ 4,257
On-Site Employee Earnings	\$	2,037	\$ 163
New Tax Revenue	\$	55,255	\$ 4,420
Source: Camoin 310, NYS Comptroller			

CAMOIN 310

Economic Impact

CONSTRUCTION PHASE IMPACTS

The Developer estimates that construction costs of Site 1 will be approximately \$41.8 million. All of this cost represents private sector investment generated by the Project. Based on a market analysis of available goods and services in Albany County and the Town of Guilderland, Camoin 310 assumes that 90% of the construction spending would be sourced from within the County and 60% will be sourced from within the Town. Using these assumptions, we can project that there will be over \$37.6 million in net new spending in the County and over \$25.0 million in net new spending in the Town associated with the construction phase of Site 1.

Table 15

Construction Phase Spending - Site 1	
Total Construction Cost	\$ 41,800,000
Percent Sourced from County	90%
Net New County Spending	\$ 37,620,000
Percent Sourced from Town	60%
Net New Town Spending	\$ 25,080,000

Source: Applicant, Camoin 310

Based on \$37,620,000 of net new spending in the County and \$25,080,000 of net new spending in the Town, Camoin 310 determines that there would be a total of over \$50.9 million in one-time construction related spending supporting 489 jobs and nearly \$19.5 million in earnings in the County. Of this, nearly \$25.5 million in one-time construction related spending, 159 jobs, and over \$10.6 million in earnings will be new to the Town of Guilderland.

Table 16

Economic Impact - Construction Phase - Site 1					
Albany County					
	Direct		Indirect		Total
Jobs		410		79	489
Earnings	\$	14,952,679	\$	4,535,731	\$ 19,488,410
Sales	\$	37,620,000	\$	13,297,273	\$ 50,917,273
Town of Guilderland					
	Direct		Indirect		Total
Jobs		156		3	159
Earnings	\$	10,480,247	\$	134,035	\$ 10,614,283
Sales	\$	25,080,000	\$	379,787	\$ 25,459,787
Source: EMSI, Camoin 310					

HOUSEHOLD SPENDING IMPACTS

In order to determine the annual economic impact of Site 1 on the Town of Guilderland and Albany County, the first step is to calculate the number of households that can be considered “net new” to the area’s economy. In other words, the number of households that, but for the Project, would not exist in the town or county. With respect to this Project, net new households consist of (1) those currently residing outside of the town or the county who will choose to move to the area because of the Project, and who would otherwise continue to live elsewhere, (2) current residents who will move into the Project and would leave the area if the Project is not built, and (3) current residents of the town and county who will move into the Project and free up other housing in the town/county which will then be occupied by new residents. This includes people looking for ease of access to entertainment and public transit. The following data informs the analysis related to determining the percent of residents that will be net new to the Town and County.

Currently, the Town of Guilderland’s housing stock is aging. Less than 10% of the Town’s housing stock has been built since 2000, the same is true for Albany County.

Table 17

Housing Units by Year Structure Built				
	Town of Guilderland		Albany County	
	#	%	#	%
2014 or later	81	1%	730	1%
2010-2013	195	1%	1,729	1%
2000-2009	920	6%	7,346	6%
1980-1999	4,926	34%	23,088	18%
1960-1979	4,190	29%	30,546	24%
1940-1959	2,766	19%	25,653	20%
1939 or earlier	1,218	9%	36,284	29%
Total	14,296	100%	125,376	100%

Source: American Community Survey 5-year Estimates, 2013-2017

Additionally, the number of high-end multifamily apartment buildings are limited in both geographies. More than half of the housing stock of both geographies is single family units. Millennials and empty nesters, the target demographics for this development, are attracted to multifamily complexes complete with quality amenities and easy access to retail, restaurants, and other businesses. Apartments in the area are limited and lack the amenities that are demanded by these groups.

Table 18

Housing Units by Units in Structure				
	Town of Guilderland		Albany County	
	#	%	#	%
1, detached	8,753	61%	65,748	52%
1, attached	914	6%	5,060	4%
2 apartments	696	5%	18,540	15%
3 or 4 apartments	702	5%	11,585	9%
5 to 9 apartments	1,400	10%	7,644	6%
10 or more	1,729	12%	15,358	12%
Mobile homes or other	102	1%	1,441	1%
Total	14,296	100%	125,376	100%

Source: American Community Survey 5-year Estimates, 2013-2017

Given the unique mixed-use nature of this development including its access to multi-modal public transportation, walkability, and proximity to retail and entertainment options, the project will likely capture a vast amount of the Town and County's pent-up rental housing demand, attracting new residents to and/or retaining residents within the area. This analysis therefore conservatively assumes that 95% of the 222 new rental units to be constructed at Site 1, or 211 will be net new to both the Town and the County.⁵ This percentage accounts for any potential in-county migration or rehousing that may occur that would not result in a direct new household.

Spending by New Tenants

Site 1 consists of 222 mid-to-high end apartment units, with an even split between one-bedroom and two-bedroom units. As noted above, Camoin 310 considers that 211 units will be occupied by new households.

New residents would make purchases in the Town and the County, thereby adding new dollars to the economy. For this analysis, we researched spending patterns by household income to determine total spending by potential new tenants. Albany County median household income in 2019 is estimated at \$66,211 while the Town of Guilderland median household income is estimated at \$91,679.⁶ Additionally, rent of these units will average \$1,858 per month.⁷ Using the generally accepted principle that housing costs should not exceed 30% of income, potential tenants should have a minimum income of approximately \$74,000. Therefore, we will consider spending of potential tenants to be in the \$70,000 to \$99,999 range.

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 Bureau of Labor Statistics 2017 Consumer Expenditure Survey, households with an income between \$70,000 and \$99,999 have annual expenditures (excluding housing and utility costs) of \$35,482. Given the range of goods that are available for purchase in Albany County, it is assumed that 70% of total expenditures would occur within Albany County and, therefore, have an impact on the Albany County economy. A lesser portion of the expenditures, 50%, would occur within the Town of Guilderland. The following table shows that total new County spending will be over \$5.2 million and total new Town spending

⁵ Based on an analysis of the existing housing stock and the extremely unique nature of the new development. Sources: American Community Survey, Developer.

⁶ ESRI

⁷ Developer

CAMOIN 310

will be over \$3.7 million. This was calculated by multiplying the amount spent in the county (or town) by all new households.

Table 19

Tenant Spending Basket - Data 1					
New Units (\$70,000 to \$99,999 Annual Household Income)					
Category	Annual per Unit Spending Basket	Amount Spent in County (70%)	Total Net New County Spending (211 net new units)	Amount Spent in Town (50%)	Total Net New Town Spending (211 net new units)
Food	\$ 8,365	\$ 5,870	\$ 1,238,465	\$ 4,193	\$ 874,618
Household furnishings and equipment	\$ 2,362	\$ 1,663	\$ 348,867	\$ 1,181	\$ 249,791
Apparel and services	\$ 1,981	\$ 1,387	\$ 292,894	\$ 391	\$ 82,956
Transportation	\$ 10,795	\$ 7,567	\$ 1,594,424	\$ 5,098	\$ 1,075,873
Health care	\$ 5,639	\$ 3,947	\$ 833,865	\$ 2,628	\$ 554,916
Entertainment	\$ 3,470	\$ 2,428	\$ 511,928	\$ 1,735	\$ 366,623
Personal care products and services	\$ 856	\$ 595	\$ 125,477	\$ 419	\$ 88,168
Education	\$ 1,115	\$ 781	\$ 164,861	\$ 558	\$ 117,623
Miscellaneous	\$ 302	\$ 212	\$ 44,597	\$ 152	\$ 32,367
Annual Discretionary Spending	\$ 35,402	\$ 24,921	\$ 5,240,861	\$ 17,733	\$ 3,742,361

Source: 2017 Consumer Expenditure Survey, Bureau of Labor Statistics

We use these spending basket amounts to calculate the direct, indirect, and total impact of the Project on the county and on the town. To do this, we attributed the various spending categories to the NAICS codes found in Table 20.

Table 20

Spending Basket Breakdown by NAICS Code		
NAICS Code	Industry	Spending Basket Category
445110	Supermarkets and Other Grocery (except Convenience) Stores	Food
722511	Full-Service Restaurants	Food
442299	All Other Home Furnishings Stores	Household furnishings and equipment
448110	Family Clothing Stores	Apparel and services
441110	New Car Dealers	Transportation
447110	Gasoline Stations with Convenience Stores	Transportation
811111	General Automotive Repair	Transportation
824114	Direct Health and Medical Insurance Carriers	Health care
822110	General Medical and Surgical Hospitals (Excl.)	Health care
612131	Motion Picture Theaters	Entertainment
	All Other General Merchandise Stores	Entertainment, Personal care products and services, Miscellaneous
402019	All Other General Merchandise Stores	Personal care products and services
	All Other General Merchandise Stores	Miscellaneous
611310	Colleges, Universities, and Postsecondary Schools	Education

Source: Camoin 2011

CAMOIN 310

Using \$5,240,691 and \$3,743,351 as the new sales inputs, Camoin 310 employed EMSI to determine the indirect and total impact of the Site 1. The following tables outline the findings of this analysis.

Spending from tenant households will result in a total of 66 net new jobs, over \$2.5 million in earnings, and nearly \$7.4 million in sales in Albany County, annually.

Table 21

Albany County Annual Economic Impact - Household Spending - Site 1			
	Direct	Indirect	Total
Jobs	53	13	66
Earnings	\$ 1,774,288	\$ 750,940	\$ 2,525,228
Sales	\$ 5,240,691	\$ 2,150,610	\$ 7,391,301

Source: EMSI, Camoin 310

Within the Town of Guilderland, household spending will create 41 new jobs, over \$1.1 million in earnings, and over \$3.9 million in sales, annually.

Table 22

Town of Guilderland Annual Economic Impact - Household Spending - Site 1			
	Direct	Indirect	Total
Jobs	40	1	41
Earnings	\$ 1,353,025	\$ 53,142	\$ 1,406,168
Sales	\$ 3,743,354	\$ 179,798	\$ 3,923,152

Source: EMSI, Camoin 310

IMPACTS OF ON-SITE EMPLOYMENT

Additional annual impacts will result from the spending of new full-time employees. The impacts of this on-site employment is calculated below.

Based on the 222 total units to be constructed in this phase and the assumption that there are 41.7 units per employee in multifamily residences of this size⁸, we estimate that there will be 5 on-site jobs once Site 1 of the Project is complete. Since 95% of the housing units are considered to be net new to the Town and the County, all 5 of the on-site jobs would be net new.

Taking into account the additional indirect and induced economic impacts on Albany County from the 5 direct jobs, total employment created by Site 1 of the Project in the County is estimated at 10 jobs and over \$485,000 in annual earnings. Nearly \$1.8 million in total sales would be generated as a result of Site 1's on-site employment.

⁸ National Apartment Association.

CAMOIN 310

Table 23

Albany County Annual Economic Impact - On-Site Jobs - Site 1			
	Direct	Indirect	Total
Jobs	5	5	10
Earnings	\$ 252,813	\$ 232,253	\$ 485,066
Sales	\$ 1,090,677	\$ 667,670	\$ 1,758,347

Source: EMSI, Camoin 310

In addition to the 5 new jobs, total impacts to the Town of Guilderland will equal over \$272,000 in earnings and over \$1.1 million in sales, annually.

Table 24

Town of Guilderland Annual Economic Impact - On-Site Jobs - Site 1			
	Direct	Indirect	Total
Jobs	5	-	5
Earnings	\$ 252,981	\$ 19,263	\$ 272,244
Sales	\$ 1,091,404	\$ 63,055	\$ 1,154,458

Source: EMSI, Camoin 310

TOTAL ECONOMIC IMPACT – SITE 1

The complete economic impact of both new household spending as well as operation and maintenance of Site 1 is displayed in the tables below.

The total annual economic impact of Site 1 on Albany County will include 76 new jobs with over \$3.0 million in new earnings and over \$9.1 million in new sales.

Table 25

Albany County Annual Economic Impact - Household Spending - Site 1			
	Direct	Indirect	Total
Jobs	53	13	66
Earnings	\$ 1,774,288	\$ 750,940	\$ 2,525,228
Sales	\$ 5,240,691	\$ 2,150,610	\$ 7,391,301
Annual Economic Impact - On-Site Jobs - Site 1			
	Direct	Indirect	Total
Jobs	5	5	10
Earnings	\$ 252,813	\$ 232,253	\$ 485,066
Sales	\$ 1,090,677	\$ 667,670	\$ 1,758,347
Economic Impact - Combined Annual Impact - Site 1 Phase 1			
	Direct	Indirect	Total
Jobs	58	18	76
Earnings	\$ 2,027,101	\$ 983,194	\$ 3,010,294
Sales	\$ 6,331,368	\$ 2,818,280	\$ 9,149,648

Source: EMSI, Camoin 310

CAMOIN 310

The total annual economic impact on the Town of Guilderland will include approximately 46 new jobs, nearly \$1.7 million in earnings and over \$5.0 million in sales.

Table 26

Town of Guilderland				
Annual Economic Impact - Household Spending - Site 1				
	Direct	Indirect	Total	
Jobs	41	1	42	
Earnings	\$1,283,079	\$13,142	\$1,406,162	
Sales	\$1,813,754	\$179,708	\$1,993,452	
Annual Economic Impact - On-Site Jobs - Site 1				
	Direct	Indirect	Total	
Jobs	8	-	8	
Earnings	\$88,500	\$9,963	\$98,463	
Sales	\$1,289,606	\$3,455	\$1,293,061	
Economic Impact - Combined Annual Impact - Site 1				
	Direct	Indirect	Total	
Jobs	49	1	50	
Earnings	\$1,371,579	\$23,105	\$1,394,684	
Sales	\$3,103,360	\$183,163	\$3,286,523	

SITE 2 IMPACT ANALYSIS

Site 2 is to be developed as a retail store with an accessory fueling facility, is expected to begin construction in 2020 with completion 24 months following. Costco will occupy the space and operate both the retail store and the fueling facility. The fiscal and economic impacts of Site 2, Costco, are outlined below.

Fiscal Impact

SALES TAX REVENUE

NEW ON-SITE SALES

\$170.0 million in annual, stabilized sales are projected at the new Costco.⁹ As detailed in the Economic Impact section on page 22, 50% of these sales will be considered to be net new to Albany County and wouldn't be expected to happen without this Project. Therefore, the \$85.0 million in net new sales will result in new sales tax revenue to Albany County and the Town of Guilderland. It is assumed that the vast majority of goods sold on-site will be taxable while a small amount of goods, namely prepared foods, will not be taxable. Therefore, this analysis considers 90% of on-site sales to be taxable. Under these assumptions, the County would receive over \$1.8 million and the Town would receive nearly \$157,000 in new tax revenue annually as a result of new sales at Site 2.

Table 27

Annual Sales Tax Revenue On-Site Sales - Site 2	
Total New Sales	\$ 85,000,000
Amount Taxable (90%)	\$ 76,500,000
County Sales Tax Rate	4.00%
Total County Sales Tax Generated	\$ 3,060,000
Amount Kept by County	\$ 1,836,000
Amount Distributed to Town	\$ 156,672
Source: Camoin 310, NYS Comptroller	

EMPLOYEE EARNINGS

The new earnings generated by on-site jobs that will occur as a result of the new Costco at Site 2 would lead to additional annual sales tax revenue for the County and the Town. To avoid double counting sales tax that is already accounted for in the on-site sales, spending that would occur on-site are deducted from total earnings. Based on the mix of retail goods offered by Costco, and an analysis of spending baskets of typical U.S. households, 40% of household spending would occur on-site. Therefore, 60% of total new earnings will not be spent on-site and therefore represent additional new tax revenue. Of these earnings, it is assumed that 70% of earnings will be spent in the County and 25% of these purchases will be taxable. Under these assumptions, the County would receive approximately \$9,892 and the Town would receive approximately \$844 each year in new tax revenue as a result of the on-site employment at Site 2.

⁹ The Developer estimates \$100.0 million in sales in the first year of operation. Following this, stabilized sales of \$150-\$180 million are projected. For the purposes of this analysis, we assumed \$170 million in stabilized sales.

CAMOIN 310

Table 28

Annual Sales Tax Revenue On-Site Jobs - Site 2	
Total New Earnings	\$ 3,925,207
Earnings Not Spent On-Site (60%)	\$ 2,355,124
Percent Spent in County	70%
Amount Spent in County	\$1,648,586.83
Amount Taxable (25%)	\$ 412,147
County Sales Tax Rate	4.00%
Total County Sales Tax Generated	\$ 16,486
Amount Kept by County	\$ 9,892
Amount Distributed to Town	\$ 844

Source: Camoin 310, NYS Comptroller

TOTAL ANNUAL SALES TAX REVENUE

New total annual sales tax revenue that results from new sales and employee earnings at Site 2 is anticipated to be over \$1.8 million to the County and nearly \$158,000 to the Town.

Table 29

Total Annual Sales Tax Revenue - Site 2		
	Albany County	Town of Guilderland
On-Site Sales	\$ 1,836,000	\$ 156,672
On-Site Employee Earnings	\$ 9,892	\$ 844
New Tax Revenue	\$ 1,845,892	\$ 157,516

Source: Camoin 310, NYS Comptroller

CAMOIN 310

Economic Impact

CONSTRUCTION PHASE IMPACTS

The Developer estimates that construction costs of Site 2 will be approximately \$28.4 million, representing private sector investment generated by the Project. As outlined with Site 1, Camoin 310 assumes that 90% of the construction spending will be sourced from within the County and 60% will be sourced from within the Town. We can therefore project that there will be nearly \$25.6 million in new spending in the County and over \$17.0 million in new spending in the Town associated with the construction phase of Site 2.

Table 30

Construction Phase Spending - Site 2	
Total Construction Cost	\$ 28,400,000
Percent Sourced from County	90%
Net New County Spending	\$ 25,560,000
Percent Sourced from Town	60%
Net New Town Spending	\$ 17,040,000
Source: Developer, Camoin 310	

Based on \$25,560,000 of net new spending in the County and \$17,040,000 of net new spending in the Town, Camoin 310 calculates that there would be a total of over \$34.6 million in one-time construction related spending supporting 181 jobs and nearly \$13.2 million in earnings in the County. Of this, nearly \$17.3 million in one-time construction related spending, 75 jobs, and over \$7.2 million in earnings will be new to the Town of Guilderland.

Table 31

Economic Impact - Construction Phase - Site 2					
Albany County					
	Direct		Indirect		Total
Jobs		127		54	181
Earnings	\$	10,077,839	\$	3,094,141	\$ 13,171,980
Sales	\$	25,560,000	\$	9,068,457	\$ 34,628,457
Town of Guilderland					
	Direct		Indirect		Total
Jobs		74		1	75
Earnings	\$	7,120,551	\$	91,855	\$ 7,212,406
Sales	\$	17,040,000	\$	259,546	\$ 17,299,546
Source: EMSI, Camoin 310					

ANNUAL OPERATION IMPACTS

In order to conduct an economic impact analysis, an initial step is to determine what portion of the on-site jobs, sales, and earnings are net new to the region. In other words, what portion of the new jobs, sales, and earnings would not occur but for the Project. The direct impact of this Project is defined as the sales at the Site from customers who would have had to go outside of the Town or the County in order to buy the type of goods they desire. For example, a customer may prefer to buy food and household goods items close to their home in the Town of Guilderland, but if stores with the desired prices and selection are unavailable, the customer would have to go

CAMOIN 310

outside the Town. By increasing the merchandise options available, the Project will allow Albany County and the Town of Guilderland to “capture” some of the sales that are currently going to adjacent municipalities. These captured sales are considered net new sales to the county and town and are used as the direct input for the economic impact model.

Costco is known to carry quality, brand-name merchandise at lower prices than are typically found at conventional wholesale or retail sources. Costco warehouses present one of the largest product category selections to be found under a single roof. Categories include groceries, candy, appliances, electronics, automotive supplies, tires, toys, hardware, sporting goods, jewelry, watches, cameras, books, housewares, apparel, health and beauty aids, furniture, office supplies, and office equipment. Although Costco is known for carrying top quality national and regional brands, members can also shop Costco’s private label, Kirkland Signature. The brand’s major competitors include BJ’s, Sam’s Club, and Restaurant Depot.

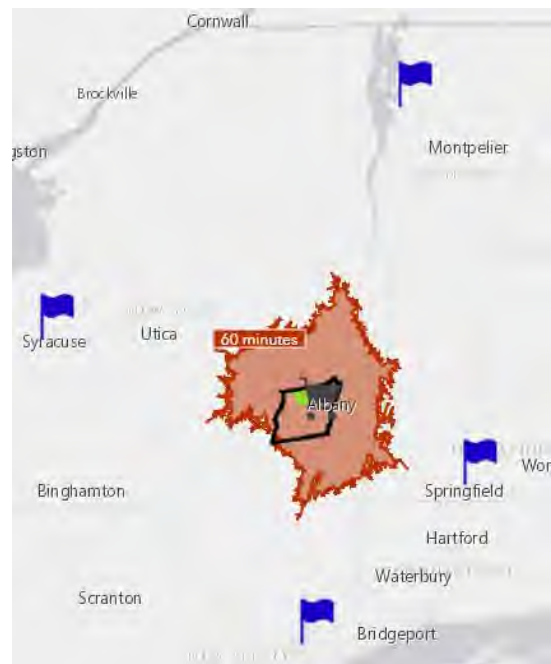
Camoin 310 conducted research on the Town of Guilderland and Albany County to determine the percentage of revenue generated by the new Costco that would be net new to the Town and to the County. Sales would be net new for two main reasons: (1) Customers who would typically shop outside of the municipalities would decide to shop at the Project because of loyalty to and preference for the Costco brand, and (2) the Project would be able to satisfy additional demand for mass merchandise retail by providing goods and services that are not currently offered in the Town or the County.

NET NEW SALES FROM BRAND-LOYAL CUSTOMERS

Brand-loyal customers who would typically shop at Costco in other municipalities that are geographically distant from Site 2 due to a lack of Costco in the Town of Guilderland or Albany County are likely to shop at the Project. Revenues from these customers would be net new to both municipalities.

Figure 1: Costco Locations

There is not currently a Costco in the Town of Guilderland or in Albany County. The nearest Costco location is over an hour and a half east of Site 2 in West Springfield, MA. In the other directions, the nearest Costco locations are further away. To the north, there is a Costco located in Colchester, VT, which is 153 miles from Site 2. 108 miles to the South there is a Costco in Nanuet, NY and 147 miles to the west there is a Costco in Camillus, NY. The flags in the map to the right denote the location of these existing stores. Given the lack of Costco locations in the middle of this radius, it is likely that the Costco to be developed at Site 2 will capture the market of Costco brand-loyal customers that exist between the site and halfway between these other locations, roughly a radius of a one-hour drive from Site 2. This radius will capture existing Costco customers who drive to get to the other existing locations as well as customers who do not current shop at Costco but would choose to shop there if there was a store location located closer to their home.



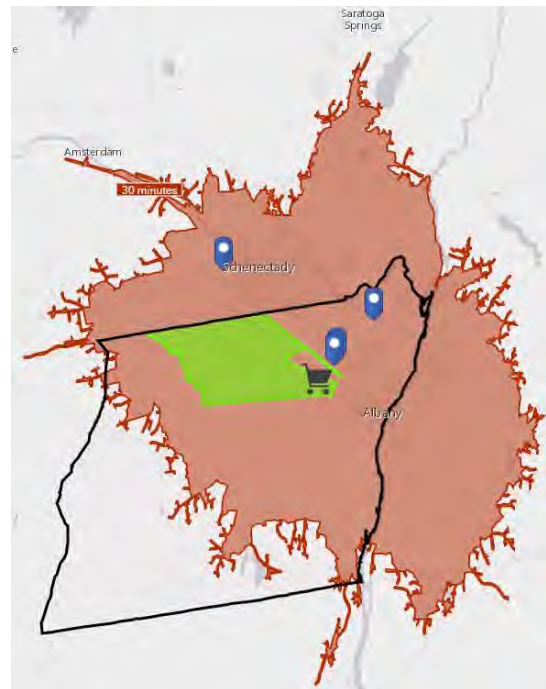
CAMOIN 310

The Project could potentially also attract loyal Costco customers who would typically shop at similar mass merchandisers outside of the market area or who would choose to shop at Costco over other smaller chains if there was one available. Revenue from these shoppers would be considered net new to the County and to the Town. Costco's low prices and good values have helped it to amass a customer base that will, at times, travel up to an hour to shop at its locations rather than at retailers closer to home. As of May 2019, 53.1 million households were Costco members, with a membership renewal rate of 90%¹⁰.

There are four similar retailers within a 30-minute drive of Site 2 (Figure 2)¹¹. None of these retailers are within the Town of Guilderland, although three are within Albany County. Shoppers with a preference towards Costco might shift their purchasing from the other mass merchandise stores or other retailers to the new Costco. The existing comparable retailers include:

- ◆ Sam's Club (Latham, Albany County)
- ◆ BJ's Wholesale Club (Albany, Albany County)
- ◆ Restaurant Depot (Albany, Albany County)
- ◆ BJ's Wholesale Club (Schenectady, Schenectady County)

Figure 2: Similar Retailers in Market Area



NET NEW SALES FROM INCREASED SUPPLY OF RETAIL GOODS

The second way in which the Project could contribute net new revenue to Albany County and the Town of Guilderland is by increasing the supply of retail goods overall. A retail gap analysis shows that demand currently exceeds supply in both the County and Town for many of the goods that will be available at Costco. Specifically, there is a retail gap in Albany County of over \$84.3 million of Food and Beverage Stores and nearly \$192.0 million in Gasoline Stations. Within the Town of Guilderland, there is a gap of nearly \$20.9 million in Food and Beverage Stores, over \$38.7 million in Gasoline Stations, and over \$41.4 million in General Merchandise Stores.

¹⁰ According to information provided by the Client.

¹¹ ESRI

Table 32

Retail Gap				
Albany County				
Industry Group	NAICS	Demand	Supply	Gap
Food & Beverage Stores	445	\$ 815,414,013	\$ 731,110,395	\$ 84,303,618
Gasoline Stations	447	\$ 463,768,994	\$ 271,776,649	\$ 191,992,345
Town of Guilderland				
Industry Group	NAICS	Demand	Supply	Gap
Food & Beverage Stores	445	\$ 116,627,143	\$ 95,747,797	\$ 20,879,346
Gasoline Stations	447	\$ 66,153,158	\$ 27,418,651	\$ 38,734,507
General Merchandise Stores	452	\$ 80,250,328	\$ 38,835,904	\$ 41,414,424

Source: ESRI

The retail gaps indicate that there is unmet demand in the County and in the Town for retail goods in these industries. The Project will supply goods in these industries and help to meet this demand, thus contributing to net new sales.

IMPACT OF NET NEW SALES

Assigning a specific figure to the proportion of "net new" activity is imprecise in this case, but using the market figures provided and our professional judgment we estimate that 50% of sales at Site 2 will be net new to the County and 75% of sales will be net new to the Town. Net new sales will be driven by brand-loyal customers travelling from outside of the municipalities to shop at the new Costco and by additional purchases being made in the municipalities to satisfy unmet demand (i.e. purchases previously being made outside of the County and Town now being made at the new Costco due to increased supply of goods).

\$170 million in annual, stabilized sales are projected at the new Costco.¹² Based on the net new assumptions, this means that there will be \$85,000,000 in net new sales in Albany County and \$127,500,000 net new sales in the Town of Guilderland. Additionally, we assume that there will be approximately 245 employees on-site upon operation.¹³ Using the same net new assumptions, this means that 123 employees will be considered to be net new to Albany County and 184 will be considered to be net new to the Town of Guilderland.

¹² The Developer estimates \$100 million in sales in the first year of operation. Following this, stabilized sales of \$150-\$180 million are projected. For the purposes of this analysis we assumed \$170 million in stabilized sales.

¹³ Based on building square footage of 160,000 and the industry standard of 654 SF/employee. Source: Institute of Transportation Engineers.

CAMOIN 310

Table 33

Net New Sales		
	Albany County	Town of Guilderland
Annual Sales	\$170,000,000	\$170,000,000
% Net New	50%	75%
Net New Sales	\$85,000,000	\$127,500,000
Net New Jobs		
	Albany County	Town of Guilderland
New Jobs	245	245
% Net New	50%	75%
Net New Sales	123	184

Source: Developer, Camoin 310, Institute of Transportation Engineers

The tables below outline the impact that the new jobs and sales would have on Albany County and the Town of Guilderland in terms of the direct, indirect, and total impact on employment and wages. Taking into account the additional indirect and induced economic impacts of the new direct jobs and earnings, the total impact of the Project at Site 2 is estimated at 142 jobs, over \$3.9 million in earnings, and over \$114.4 million in sales in Albany County, annually.

Table 34

Albany County Annual Economic Impact - On-Site Jobs - Site 2				
	Direct	Indirect	Total	
Jobs	123	19	142	
Earnings	\$ 2,888,457	\$ 1,036,750	\$ 3,925,207	
Sales	\$ 85,000,000	\$ 29,429,795	\$ 114,429,795	

Source: EMSI, Camoin 310

Total impacts on the Town of Guilderland are 187 jobs, over \$5.1 million in earnings, and over \$133.3 million in sales, annually.

Table 35

Town of Guilderland Annual Economic Impact - On-Site Jobs - Site 2				
	Direct	Indirect	Total	
Jobs	184	3	187	
Earnings	\$ 4,972,887	\$ 168,038	\$ 5,140,925	
Sales	\$ 127,500,000	\$ 5,812,798	\$ 133,312,798	

Source: EMSI, Camoin 310

SITE 3 IMPACT ANALYSIS

Site 3 will be a mixed-use development, complete with 48 new mid- to high- end apartment units, retail, and office space. Development of this site is projected to begin in 2020 and take 24 months to complete. The fiscal and economic impacts of Site 3 are outlined below.

Fiscal Impact

SALES TAX REVENUE

NEW HOUSEHOLD SPENDING

As outlined in the previous section regarding Site 1, the County and Town will receive sales tax revenue from the purchases made by the new households. Based on the in-County and in-Town spending, Albany County would receive approximately \$11,602 and the Town of Guilderland would receive approximately \$928 in new annual tax revenue.

Table 36

Annual Sales Tax Revenue Household Spending - Site 3	
Total New Spending	\$ 1,611,373
Amount Taxable (30%)	\$ 483,412
County Sales Tax Rate	4.00%
Total County Sales Tax Generated	\$ 19,336
Amount Kept by County	\$ 11,602
Amount Distributed to Town	\$ 928
Source: Camoin 310, NYS Comptroller	

NEW ON-SITE SALES

The Developer anticipates that Site 3 will include approximately 115,000 square feet of retail space. Sales made by future tenants of this space will generate additional sales tax revenue to the County. Though the tenants of this space are currently unknown, based on an assumption of \$250 sales per square feet¹⁴ Camoin 310 estimates that there will be over \$28 million in sales in this retail space. Since 15% of the sales will be net new to the County (see Table 45), this means that sales tax on over \$4.3 million of on-site sales will represent net new revenue. The County will receive approximately \$155,250 and the Town will receive approximately \$7,452 in new tax revenue as a result of on-site sales.

¹⁴ Source: Developer

CAMOIN 310

Table 37

Annual Sales Tax Revenue On-Site Sales - Site 3	
Total New Sales	\$ 4,312,500
Amount Taxable (90%)	\$ 3,881,250
County Sales Tax Rate	4.00%
Total County Sales Tax Generated	\$ 155,250
Amount Kept by County	\$ 93,150
Amount Distributed to Town	\$ 7,452

Source: Camoin 310, NYS Comptroller

EMPLOYEE EARNINGS

Additionally, as described in the previous sections the new earnings generated by on-site jobs that will occur as a result of Site 3 occupation would lead to additional annual sales tax revenue for both municipalities. Using the same assumptions as outlined in the previous sections, the new annual sales tax revenue is calculated. Albany County will receive approximately \$15,153 and the Town of Guilderland will receive approximately \$1,212 in new revenue, annually.

Table 38

Annual Sales Tax Revenue On-Site Jobs - Site 3	
Total New Earnings	\$ 6,012,986
Earnings Not Spent On-Site (60%)	\$ 3,607,791
Percent Spent in County	70%
Amount Spent in County	\$ 2,525,453.98
Amount Taxable (25%)	\$ 631,363
County Sales Tax Rate	4.00%
Total County Sales Tax Generated	\$ 25,255
Amount Kept by County	\$ 15,153
Amount Distributed to Town	\$ 1,212

Source: Camoin 310, NYS Comptroller

TOTAL ANNUAL SALES TAX REVENUE

In total, we estimate that the County would receive approximately \$84,508 and the Town would receive \$6,761 in new annual sales tax revenue related to Site 3 of the Project.

Table 39

Total Annual Sales Tax Revenue - Site 3		
	Albany County	Town of Guilderland
Household Spending	\$ 11,602	\$ 928
On-Site Sales	\$ 93,150	\$ 7,452
On-Site Employee Earnings	\$ 15,153	\$ 1,212
New Tax Revenue	\$ 119,905	\$ 9,592

Source: Camoin 310, NYS Comptroller

CAMOIN 310

Economic Impact

CONSTRUCTION PHASE IMPACTS

The Developer estimates that construction costs of Site 3 will total approximately \$43.5 million, all of which represents private sector investment generated by the Project. As discussed previously, Camoin 310 assumes that 90% of the construction spending would be sourced from within the County and 60% will be sourced from within the Town. Using these assumptions, we project that there will be nearly \$39.2 million in net new spending in the County and approximately \$26.1 million in net new spending in the Town associated with the construction phase of Site 3.

Table 40

Construction Phase Spending - Site 3		
Total Construction Cost	\$	43,500,000
Percent Sourced from County		90%
Net New County Spending	\$	39,150,000
Percent Sourced from Town		60%
Net New Town Spending	\$	26,100,000

Source: Applicant, Camoin 310

Based on \$39,150,000 of net new spending in the County and \$26,100,000 of net new spending in the Town, Camoin 310 determined that there would be a total of nearly \$53 million in one-time construction related spending supporting 509 jobs and nearly \$20.3 million in earnings in Albany County. Of this, nearly \$26.5 million in one-time construction related spending, 165 jobs, and over \$11.0 million in earnings will occur in the Town of Guilderland.

Table 41

Economic Impact - Construction Phase - Site 3				
Albany County				
	Direct	Indirect	Total	
Jobs	426	83	509	
Earnings	\$ 15,560,802	\$ 4,720,199	\$	20,281,001
Sales	\$ 39,150,000	\$ 13,838,071	\$	52,988,071
Town of Guilderland				
	Direct	Indirect	Total	
Jobs	162	3	165	
Earnings	\$ 10,906,477	\$ 139,487	\$	11,045,964
Sales	\$ 26,100,000	\$ 395,232	\$	26,495,232

Source: EMSI, Camoin 310

HOUSEHOLD SPENDING IMPACTS

Impacts resulting from new household spending at Site 3 were calculated using the same methodology that was outlined in Site 1's household spending impact section. For the same reasons outlined in the previous section, this analysis assumes that 95% of the 48 new rental units to be constructed at Site 3 of the Project will be net new to both the Town and the County. Therefore, 46 units will be considered to be net new.

SPENDING BY NEW TENANTS

CAMOIN 310

Site 3 consists of 48 mid-to-high end one- and two-bedroom apartment units. As noted above, Camoin 310 considers that 46 of the units will be occupied by new households.

The apartments will be similar to those constructed at Site 1, and therefore, we consider spending of potential tenants to be in the same \$70,000 to \$99,999 range as those at Site 1. Using the spending basket from Table 20, as well as the same assumptions that 70% of total expenditures would occur within Albany County and 50% would occur within the Town of Guilderland, total new spending was calculated. The following table shows that total net new spending that results from the 46 new households at Site 3 will be over \$1.1 million in the County and approximately \$816,086 in the Town.

Table 42

Tenant Spending Basket (New Units, \$70,000 to \$99,999 Annual Household Income)					
Category	Annual per Unit Spending Basket	Amount Spent in County (70%)	Total Net New County Spending (46 new units)	Amount Spent in Town (50%)	Total Net New Town Spending (46 new units)
Food	\$ 8,385	\$ 5,670	\$ 261,030	\$ 1,193	\$ 55,858
Household furnishings and equipment	\$ 2,363	\$ 1,653	\$ 76,056	\$ 1,181	\$ 54,308
Apparel and services	\$ 1,981	\$ 1,387	\$ 63,702	\$ 951	\$ 43,566
Transportation	\$ 10,795	\$ 7,557	\$ 347,602	\$ 5,398	\$ 248,286
Health care	\$ 5,639	\$ 3,947	\$ 181,570	\$ 2,820	\$ 129,507
Entertainment	\$ 3,169	\$ 2,216	\$ 101,605	\$ 1,733	\$ 79,718
Personal care products and services	\$ 875	\$ 613	\$ 28,198	\$ 470	\$ 21,518
Education	\$ 1,115	\$ 781	\$ 35,903	\$ 928	\$ 42,817
Miscellaneous	\$ 303	\$ 212	\$ 9,672	\$ 452	\$ 20,760
Annual Discretionary Spending	\$ 35,487	\$ 24,837	\$ 1,142,520	\$ 17,741	\$ 816,086

Source: 2017 Consumer Expenditure Survey, Bureau of Labor Statistics

We use these spending basket amounts to calculate the direct, indirect, and total impact of the Project on the County and on the Town. To do this, we attributed the various spending categories to the same NAICS codes that are outlined in Table 20. Using \$1,142,520 and \$816,086 as the new sales inputs, Camoin 310 employed EMSI to determine the indirect and total impacts of spending resulting from new households at Site 3.

Spending from tenant households will result in a total of 14 new jobs, nearly \$551,000 in earnings, and over \$1.6 million in sales in Albany County, annually.

Table 43

Albany County Annual Economic Impact - Household Spending - Site 3				
	Direct	Indirect	Total	
Jobs	12	2	14	
Earnings	\$ 386,811	\$ 163,712	\$ 550,524	
Sales	\$ 1,142,520	\$ 468,853	\$ 1,611,373	

Source: EMSI, Camoin 310

CAMOIN 310

Within the Town of Guilderland, household spending will create 8 new jobs, over \$287,000 in earnings and nearly \$889,000 in new sales, annually.

Table 44

Town of Guilderland Annual Economic Impact - Household Spending - Site 3				
	Direct		Indirect	
				Total
Jobs		8	-	8
Earnings	\$	276,236	\$	10,929
Sales	\$	851,568	\$	37,145
				\$ 888,713

Source: EMSI, Camoin 310

IMPACTS OF ON-SITE EMPLOYMENT

In addition to the impacts related to new household spending, there will be additional impacts related to on-site jobs in the residential, retail, and office space. Based on the planned 48 residential, 115,000 square feet of retail space, and 50,000 square feet of office space Camoin 310 used assumptions of the number of units per employee and number of square feet per employee to calculate the estimated number of employees that will be on site upon project completion. The assumptions about the percentage of employees that will be net new were applied. Since 95% of the residential units are considered to be net new, 95% of the associated employment will be net new. Based upon current commercial offerings in Albany County and the Town of Guilderland, we conservatively assume that 15% of the new activity that occurs in the County and 25% of the new activity that occurs in the Town are net new. Therefore, 15% of the associated jobs are considered net new to the County and 25% of the associated jobs are considered net new for the Town. The following table outlines these assumptions and shows that the total number of net new jobs associated with Site 3 are 80 in Albany County and 132 in the Town of Guilderland.

Table 45

Net New Jobs				
	Residential	Retail	Office	Total
Size	48 units	115,000 SF	50,000 SF	
Assumptions	29 units/employee	383 SF/employee	228 SF/employee	
Employees	2	300	219	
% Net New				
Albany County	95%	15%	15%	
Town of Guilderland	95%	25%	25%	
Net New Employees				
Albany County	2	45	33	80
Town of Guilderland	2	75	55	132

Source: Camoin 310, National Apartment Association, San Diego Association of Governments

Taking into account the additional indirect and induced economic impacts on Albany County from the 80 new direct jobs, total employment created by Site 3 of the Project is estimated at 105 jobs and over \$6.0 million in annual earnings. Approximately \$13.0 million in total sales would be generated as a result.

CAMOIN 310

Table 46

Albany County Annual Economic Impact - On-Site Jobs - Site 3				
	Direct	Indirect	Total	
Jobs	80	25	105	
Earnings	\$ 4,627,767	\$ 1,385,219	\$ 6,012,986	
Sales	\$ 9,243,941	\$ 3,809,629	\$ 13,053,570	

Source: EMSI, Camoin 310

In the Town of Guiderland, total economic impacts will result in the creation of 136 new jobs, over \$10.0 million in earnings, and over \$18.2 million in new sales.

Table 47

Town of Guiderland Annual Economic Impact - On-Site Jobs - Site 3				
	Direct	Indirect	Total	
Jobs	132	4	136	
Earnings	\$ 9,746,683	\$ 279,460	\$ 10,026,144	
Sales	\$ 17,401,454	\$ 821,529	\$ 18,222,983	

Source: EMSI, Camoin 310

TOTAL ECONOMIC IMPACT – SITE 3

The complete economic impact of both new household spending as well as on-site employment of Site 3 is displayed in the tables below. The total annual economic impact on Albany County will include 119 new jobs, nearly \$6.6 million in earnings and nearly \$14.7 million in sales.

Table 48

Albany County				
Annual Economic Impact - Household Spending - Site 3				
	Direct	Indirect	Total	
Jobs	12	2	14	
Earnings	\$ 386,811	\$ 163,712	\$	550,524
Sales	\$ 1,142,520	\$ 468,853	\$	1,611,373
Annual Economic Impact - On-Site Jobs - Site 3				
	Direct	Indirect	Total	
Jobs	80	25	105	
Earnings	\$ 4,627,767	\$ 1,385,219	\$	6,012,986
Sales	\$ 9,243,941	\$ 3,809,629	\$	13,053,570
Economic Impact - Combined Annual Impact - Site 3				
	Direct	Indirect	Total	
Jobs	92	27	119	
Earnings	\$ 5,014,579	\$ 1,548,931	\$	6,563,509
Sales	\$ 10,386,461	\$ 4,278,482	\$	14,664,943
Source: EMSI, Camoin 310				

Source: EMSI, Camoin 310

The total annual economic impact on the Town of Guiderland will include approximately 144 new jobs, over \$10.3 million in earnings, and over \$19.1 million in sales.

CAMOIN 310

Table 49

Town of Guilford				
Annual Economic Impact - Household Spending - Site 1				
	Direct	Indirect	Total	
Jobs	0	0	0	0
Earnings	\$	\$	\$	\$
Sales	\$	\$	\$	\$
Annual Economic Impact - On-Site Jobs - Site 1				
	Direct	Indirect	Total	
Jobs	138	0	138	
Earnings	\$	\$	\$	\$
Sales	\$	\$	\$	\$
Economic Impact - Combined Annual Impact - Site 3				
	Direct	Indirect	Total	
Jobs	142	0	142	
Earnings	\$	\$	\$	\$
Sales	\$	\$	\$	\$

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.



Leading action to grow your economy

Camoin 310
120 West Avenue, Suite 303
Saratoga Springs, NY 12866
518.899.2608
www.camoinassociates.com
[@camoinassociate](#)

