



**Onondaga County Industrial Development Agency**  
**Project Summary**

<b>1. Project:</b>	Immeidate Mailing Services	<b>2. Project Number:</b>	3101-18-02A
<b>3. Location:</b>	Salina	<b>4. School Districts:</b>	Liverpool
<b>5. Tax Parcel(s):</b>	026.-02-22.1, 001.-01-09.1, 026.-01-06.0	<b>6. Type of Project:</b>	Renovation and Expansion
<b>7. Description:</b>	Immediate Mailing Services, Inc. (IMS, Inc.) is requesting to enter into a straight lease agreement for a project consisting of renovation and expansion of 18,500 square feet of production and office space in in the Town of Salina		

<b>7. Total Project Cost:</b>	\$ 1,331,000	<b>8. Total Jobs</b>	22
Land	\$ -	8A. Job Retention	0
Site Work	\$ 206,000	8B: Job Creation	22
Building	\$ 950,000	(Next 5 Years)	
Furniture & Fixtures	\$ 60,000		
Equipment	\$ -		
Equipment Subject to NYS Production Exemption	\$ -		
Engineering/Architecture Fees	\$ 55,000		
Financial Charges	\$ -		
Legal Fees	\$ 30,000		
Other	\$ -		

<b>Cost Benefit Analysis:</b>	Immeidate Mailing Services	
	Fiscal Impact (\$)	
<b>Abatement Cost:</b>		<b>\$109,145</b>
Sales Tax	\$56,000	
Mortgage Tax	\$9,750	
Property Tax Relief (PILOT) 10yr	\$43,395	
<b>New Investment:</b>		<b>\$12,338,782</b>
PILOT Payments 10 yrs	\$37,919	
Project Wages (10 yrs)	\$8,111,472	
Construction Wages	\$261,180	
Employee Benefits (10 years)	\$2,757,901	
Project Capital Investment	\$1,156,000	
New Sales Tax Generated	\$0	
Agency Fees	\$14,310	
<b>Benefit:Cost Ratio</b>	<b>113.05</b>	<b>:1</b>

A) PILOTS Estimate Table Worksheet

**Immediate Mailing Services**

<b>Current Market Value</b>		\$ 1,006,000
<b>Dollar Value of New Construction and Renovation Costs</b>		\$ 1,156,000
<b>Estimated New Market Value of Property Subject to IDA</b>		\$ 695,062
<b>Estimated Market Value after project is completed</b>		\$ 1,701,062
<b>Taxes that would have been collected if the project did not occur</b>		\$ 474,716
<b>Scheduled PILOT payments</b>		\$ 512,635

PILOT YEAR	Exemption %	County PILOT Amount	Town (Salina) PILOT Amount	Village (Liverpool) PILOT Amount	School (Liverpool) PILOT Amount	Total PILOT	Full Tax Payment w/o PILOT	Net Exemption
1	100	\$ 5,447	\$ 4,295	\$ 4,127	\$ 29,485	\$ 43,354.18	\$ 50,780	\$ 7,426
2	90	\$ 5,647	\$ 4,437	\$ 4,330	\$ 30,565	\$ 44,978.73	\$ 51,796	\$ 6,817
3	80	\$ 5,852	\$ 4,584	\$ 4,538	\$ 31,677	\$ 46,650.92	\$ 52,832	\$ 6,181
4	70	\$ 6,063	\$ 4,734	\$ 4,754	\$ 32,820	\$ 48,372.00	\$ 53,888	\$ 5,516
5	60	\$ 6,281	\$ 4,889	\$ 4,976	\$ 33,997	\$ 50,143.27	\$ 54,966	\$ 4,823
6	50	\$ 6,505	\$ 5,048	\$ 5,205	\$ 35,208	\$ 51,966.04	\$ 56,066	\$ 4,100
7	40	\$ 6,735	\$ 5,211	\$ 5,442	\$ 36,454	\$ 53,841.67	\$ 57,187	\$ 3,345
8	30	\$ 6,972	\$ 5,379	\$ 5,686	\$ 37,735	\$ 55,771.53	\$ 58,331	\$ 2,559
9	20	\$ 7,215	\$ 5,552	\$ 5,937	\$ 39,053	\$ 57,757.05	\$ 59,497	\$ 1,740
10	10	\$ 7,465	\$ 5,729	\$ 6,196	\$ 40,409	\$ 59,799.69	\$ 60,687	\$ 887
<b>TOTAL</b>	<b>100</b>	<b>\$ 64,182</b>	<b>\$ 49,857</b>	<b>\$ 51,191</b>	<b>\$ 347,404</b>	<b>\$ 512,635</b>	<b>\$ 556,030</b>	<b>\$ 43,395</b>

	Year						Total
	0	2019	2020	2021	2022	2023	
<b>Jobs</b>							
<b>Current/Actuals</b>	148						148
<b>Creation Goals</b>		12	5	5			22
<b>Total Employment Goals</b>	148	160	165	170	170	170	170