

**PROJECT SUMMARY**  
**8297 Packard Rd., LLC**



<b>Applicant:</b>	8297 Packard Road, LLC (aka Scott Lawn Yard)	
<b>Project Location:</b>	8401 Packard Rd. Niagara Falls, NY 14224	
<b>Assistance:</b>	10 Year PILOT Sales Tax Abatement Mortgage Recording Tax	
<b>Description:</b>	Scott Lawn Yard provides a wide variety of services including earthwork, water and sewer line installation, building foundation preparation, parking lot and roadway construction, landscaping and FEMA disaster response. Scott Lawn Yard created, Landscape Associates of WNY, Inc, (LAWNY), which is a maintenance division of the company. Over the past two years LAWNY has tripled its revenue and currently operates from three different locations. This project will allow for LAWNY to consolidate into one location and allow room for expansion. LAWNY will also pursue the purchasing of its own equipment rather than renting equipment.	
<b>Project Costs:</b>	Acquisition/Construction/Improvements	\$ 860,000
	Furniture, Fixtures & Equipment	\$ 115,000
	Soft costs & other	\$ 25,000
	<b>TOTAL</b>	<b>\$ 1,000,000</b>
<b>Employment:</b>	Current jobs in Niagara County:	16 FTE
	New Jobs in Niagara County within 3 years:	0 FTE
	Estimated Annual Payroll End Year 3:	\$709,000
	Skills: laborer, administrative, superintendent, foreman	
<b>Evaluative Criteria:</b>	Regional Wealth Creation, Supports Local Business, Retention	

**REGIONAL ECONOMIC IMPACT ANALYSIS**  
**8297 Packard Rd., LLC**

**Estimated Project Benefits / Incentives Analysis**

<b>Total Project Benefits</b>	<b>\$ 730,401</b>
<b>Total Project Incentives</b>	<b>\$ 177,987</b>
<b>Community Benefit to Cost Ratio</b>	<b>4:1</b>
<b>Projected Employment</b>	<b>33</b>
Total Employment	
Direct**	16
Indirect***	9
Temporary Construction	8

**Estimated Project Benefits**

<b>Total Project Benefits</b>	<b>\$ 730,401</b>
Income Tax Revenue	\$ 470,000
Property Tax Revenue	\$ 112,401
Sales Tax Revenue	\$ 148,000

**Estimated Project Incentives**

<b>Total Project Incentives</b>	<b>\$ 177,981</b>
Property Tax	\$ 129,581
Sales Tax	\$ 42,400
Mortgage Tax	\$ 6,000

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

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

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