

## **Regional Economic Impact Analysis – APEX Dental Solutions, LLC**

Utilizing *informAnalytics* modeling software, an economic impact analysis was conducted to measure new investment by APEX Dental Solutions, LLC in the Town of Clarence. *informAnalytics* is a model developed by CGR and widely accepted software application and an industry standard for economic impact modeling measuring employment and salary impacts and facility output on the community for a given project.

The impacts generated can be measured on an annual basis except for finite activities, such as economic activity occurring as a result of construction investment. Other activities, such as ongoing operation of the facility, accrue benefits as long as the facility remains operating at forecasted levels.

### **New Capital Investment:**

Building Acquisition	
\$675,000	
Building Renovations	\$490,000
Manufacturing Equipment	\$100,000
Furniture, Fixtures & Equipment	
\$75,000	
Soft Costs	\$20,000

### **Employment:**

New Jobs	15 FT & 3 PT
Retained Jobs	30 FT & 7 PT

### **New Investment Impact:**

- The fully operational facility, which will employ 45 full-time and 10 part-time workers upon completion of the project, generates 67 indirect and induced jobs through its annual supplier relationships and employee spending patterns.
- \$7,733,297 of labor income results from this investment, which continues to impact the area annually.

### **New Operation Impact (Over 10-Years):**

- The permanent employment at the facility, spin-off employment and construction positions generate \$1,829,536 in income taxes.
- The new operation generates \$1,166,247 in sales taxes from construction, operations and employee spending.

APEX Dental Solutions, LLC		Applicant Benefit	Community Benefit
PILOT agreement to phase in payment in lieu of taxes, thereby generating additional revenues		0	13,837
*Utilization of Town services would be minimal			
*No increased burden to schools			
Property Tax Exemptions		52,409	
Sales Tax Exemptions		28,000	
Mortgage Recording Tax Exemption		10,200	
Investment in Clarence creates and retains jobs and income taxes.			1,829,536
Investment in Clarence generates and retains sales taxes.			1,166,247
<b>TOTAL</b>		<b>90,609</b>	<b>3,009,620</b>

\*\*Output - Value Added: Intermediate Purchases and represents the total impact of the entire operation including such metrics as labor income, proprietor income, property income and taxes.

Construction and Equipment Employment is measured on an annual basis even though many projects are complete before 12 months is up.