

Internal Report: Scheff Family Realty Co. - The Burmax Company

Table 1: Basic Information

Project Name

Project Applicant

Project Description

Project Industry

Type of Transaction

Project Cost

Mortgage Amount

Table 2: Permanent New/Retained Employment (Annual FTEs)

Total Employment

Direct\*\*

Indirect\*\*

Induced\*\*

Temporary Construction (Direct and Indirect)

Table 3: Permanent New/Retained Labor Income (Annual) & Average Salary

Total Employment

Direct\*\*

Indirect\*\*

Induced\*\*

Temporary Construction (Direct and Indirect)

Table 4: Cost/Benefit Analysis (Discounted Present Value\*)

Total Costs

Mortgage Tax

Mortgage Tax

State

County

Local

Property Tax

Sales Tax

Construction Materials

Other Items

Less IDA Fee

Total Benefits

Total State Benefits

Income Tax Revenue  
 Direct\*\*  
 Indirect\*\*\*  
 Induced\*\*\*  
 Construction (Direct and Indirect, 1 year)

Sales Tax Revenue  
 Direct\*\*  
 Indirect\*\*\*  
 Induced\*\*\*  
 Construction (Direct and Indirect, 1 year)

Total Local Benefits  
 Sales Tax Revenue  
 Direct\*\*  
 Indirect\*\*\*  
 Induced\*\*\*  
 Construction (Direct and Indirect, 1 year)

Table 5: Local Fiscal Impact (Discounted Present Value\*)

Total Local Client Incentives  
 Total Anticipated Local Revenue (Property Tax plus Local Sales Tax)  
 Net Local Revenue

\* Figures over 10 years and discounted by 3.49%

\*\* Direct - The recipient of IDA assistance adds new jobs to the regional economy. Investments that result in displacing existing jobs (e.g., most retail and manufacturing).

\*\*\* Indirect - The recipient of IDA assistance makes purchases from regional suppliers that are added to the regional economy or are saved from being lost to competitors outside the region.

\*\*\*\* Induced - The recipient of IDA assistance adds to and/or retains jobs in the regional economy and/or saved from being lost to competitors outside the region.

The Burmax Company  
 Scheff Family Realty Co.

Construct an approximately 26,000 sq ft addition. The original 92,000 sq ft facility was constructed in 1995 with a 12,000 sq ft addition in 2009.

Burmax is a wholesale distributor of beauty supplies.

Wholesale Trade

Lease

\$2,500,000

\$2,200,000

State	Region	
	343	343
169 (8 created and 161 retained)	169 (8 created and 161 retained)	
	68	68
	91	91
	15	15

γ (Annual)

State Labor Income	Region Labor Income	Average Salary
\$19,627,131	\$19,627,131	\$57,206
\$9,328,800	\$9,328,800	\$55,200
\$325,995,738	\$325,995,738	\$70,196
\$412,814,696	\$412,814,696	\$50,370
\$954,681	\$954,681	\$61,911

\$70,589

\$23,100

\$23,100

\$23,100

\$0

\$0

\$0

\$79,350

\$62,100

\$17,250

-\$31,861

\$9,651,618

\$7,556,997

\$5,745,433  
\$2,811,624  
\$1,524,149  
\$1,374,337  
\$35,323  
\$1,811,564  
\$899,720  
\$461,364  
\$439,788  
\$10,692  
\$2,094,621  
\$2,094,621  
\$1,040,301  
\$533,452  
\$508,505  
\$12,363

\$10,689  
\$2,094,621  
\$2,083,932

onomy and/or retains jobs at risk of being lost to another region.

ry service sector industries) do not fall under this definition.

al firms, which stimulates suppliers to add jobs and payroll that are new  
le the region.

g payroll stimulates household spending that is new to the regional