

PROJECT SUMMARY
ALS Inc. dba Buffalo Pumps



Applicant:	ALS Inc. dba Buffalo Pumps	
Project Location:	874 Oliver Street, North Tonawanda, NY 14120	
Assistance:	Sales Tax Abatement	
Description:	<p>For over a century, Buffalo Pumps has manufactured high-quality centrifugal pumps, serving both the defense and commercial markets. Buffalo Pumps is modernizing their factory to enhance production capabilities, which will result in significant job creation.</p> <p>By investing in advanced technology, including modern 5-axis machine tools, potential additive manufacturing machines, new welding equipment, a Goff clean and blast machine, and state-of-the-art tooling and fixtures, will enable them to double their production capacity.</p> <p>This modernization effort is not only vital for increasing efficiency and output but will also create 20 new jobs in their facility. These positions will span various roles, from skilled machine operators to quality assurance specialists, contributing to the local economy and fostering workforce development in advanced manufacturing.</p> <p>This modernization project positions Buffalo Pumps not only to meet the growing demands of their customers but also to reinforce their status as a premier pump supplier in the industry. Through this initiative, they are poised to innovate, expand their market reach, and contribute positively to their community by creating sustainable employment opportunities.</p>	
Project Costs:	Furniture, Fixtures & Equipment	\$10,000,000
Employment:	<p>Current jobs in Niagara County: 81 New Jobs in Niagara County within 3 years: 20 Estimated Annual Payroll for New Jobs: \$70,000 Skills: Production Direct, Production Indirect (Supervision), Office Professional, Administrative</p>	
Evaluative Criteria:	Regional wealth creation, Job Creation and Retention, In region purchases,	

Niagara County Industrial Development Agency

MRB Cost Benefit Calculator

Date: October 4, 2024
 Project Title: ALS Inc. (Buffalo Pumps)
 Project Location: 874 Oliver street, North Tonawanda NY 14120



Economic Impacts

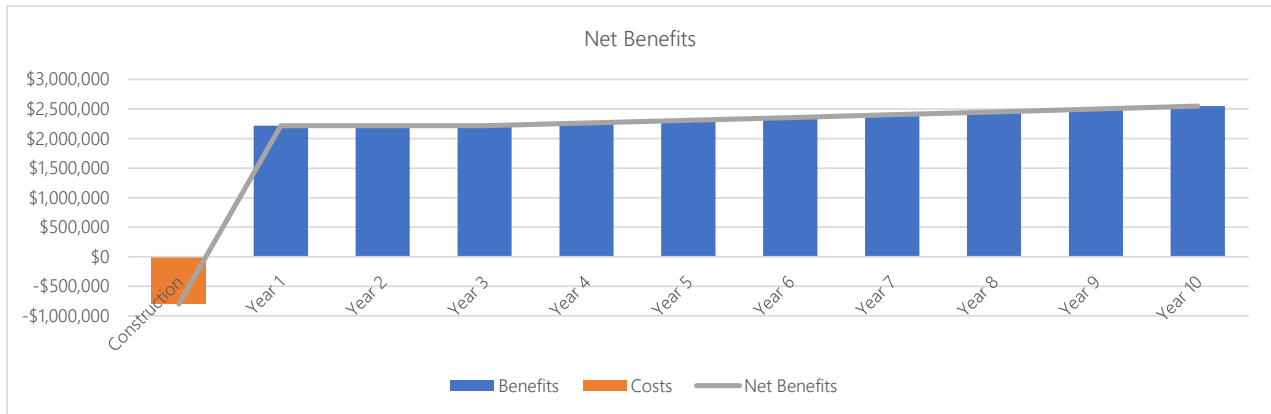
Summary of Economic Impacts over the Life of the PILOT

Project Total Investment
 \$10,600,000

	Temporary (Construction)		
	Direct	Indirect	Total
Jobs	0	0	0
Earnings	\$0	\$0	\$0
Local Spend	\$8,480,000	\$0	\$8,480,000

	Ongoing (Operations)		
	Direct	Indirect	Total
Jobs	20	11	31
Earnings	\$23,352,464	\$11,616,883	\$34,969,347

Figure 1



Net Benefits chart will always display construction through year 10, irrespective of the length of the PILOT.

Figure 2

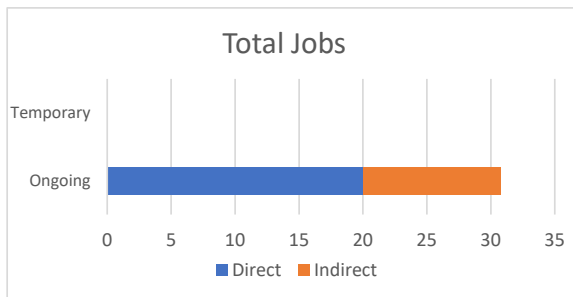
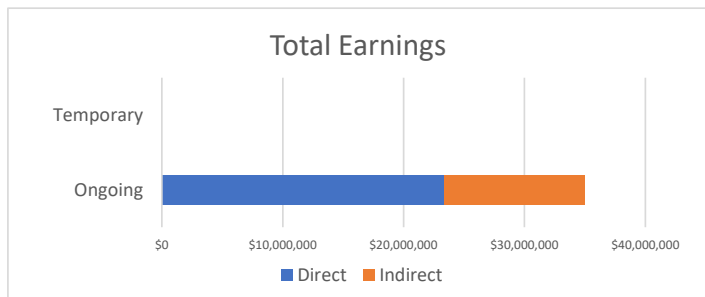


Figure 3



Ongoing earnings are all earnings over the life of the PILOT.

Fiscal Impacts



Cost-Benefit Analysis Tool powered by MRB Group

Estimated Costs of Exemptions

	Nominal Value	Discounted Value*
Property Tax Exemption	\$0	\$0
Sales Tax Exemption	\$800,000	\$800,000
Local Sales Tax Exemption	\$400,000	\$400,000
State Sales Tax Exemption	\$400,000	\$400,000
Mortgage Recording Tax Exemption	\$0	\$0
Local Mortgage Recording Tax Exemption	\$0	\$0
State Mortgage Recording Tax Exemption	\$0	\$0
Total Costs	\$800,000	\$800,000

State and Local Benefits

	Nominal Value	Discounted Value*
Local Benefits	\$35,214,133	\$29,960,448
To Private Individuals	\$34,969,347	\$29,752,183
Temporary Payroll	\$0	\$0
Ongoing Payroll	\$34,969,347	\$29,752,183
Other Payments to Private Individuals	\$0	\$0
To the Public	\$244,785	\$208,265
Increase in Property Tax Revenue	\$0	\$0
Temporary Jobs - Sales Tax Revenue	\$0	\$0
Ongoing Jobs - Sales Tax Revenue	\$244,785	\$208,265
Other Local Municipal Revenue	\$0	\$0
State Benefits	\$1,818,406	\$1,547,114
To the Public	\$1,818,406	\$1,547,114
Temporary Income Tax Revenue	\$0	\$0
Ongoing Income Tax Revenue	\$1,573,621	\$1,338,848
Temporary Jobs - Sales Tax Revenue	\$0	\$0
Ongoing Jobs - Sales Tax Revenue	\$244,785	\$208,265
Total Benefits to State & Region	\$37,032,539	\$31,507,562

Benefit to Cost Ratio

	Benefit*	Cost*	Ratio
Local	\$29,960,448	\$400,000	75:1
State	\$1,547,114	\$400,000	4:1
Grand Total	\$31,507,562	\$800,000	39:1

*Discounted at 2%

Does the IDA believe that the project can be accomplished in a timely fashion Yes

Additional Revenues:

County
City/Town/Village
School District

*Estimated Value of Goods and Services to be exempt from sales and use tax as a result of the Agency's involvement in the Project. PLEASE NOTE: These amounts will be verified and there is potential for a recapture of sales tax exemptions (see "Recapture" on page 11 of the Application) (To be used on NYS ST-60)

Additional Comments from IDA

0