

**Customer Information**

<b>Potential Customer:</b>	Potentia Holdings, LLC	<b>Opportunity Type:</b>	Attraction
<b>Project Street Address:</b>	Crosby Road	<b>Opportunity Product:</b>	Property & Sales Taxes Only
<b>City/Town/Village:</b>	Town of Alabama	<b>Type of Project:</b>	Attraction
<b>Project Description:</b>	2025 Project Hydroscale	<b>New Jobs:</b>	200
<b>Total Capital Investment:</b>	\$2,156,900,000	<b>Retained Jobs:</b>	N/A
<b>Incentive Amount:</b>	\$167,648,801	<b>School District:</b>	Oakfield-Alabama
<b>Benefited Amount:</b>	\$2,156,900,000	<b>PILOT Applicable:</b>	Pre-project value of land and/or buildings, plus added value of land and/or buildings that results from project improvements (total taxable value)

**Project Information**

<b>Organization:</b>	GCEDC
<b>Opportunity Source:</b>	Direct/Personal Contact
<b>Initial Acceptance Date:</b>	1/16/2025
<b>Opportunity Summary:</b>	Potentia Holdings, LLC is proposing to construct a 892,000 square-foot data center at the Western New York Science & Technology Advanced Manufacturing Park.
<b>Economic Impact:</b>	The project is estimated to generate a total of \$143,378,881 in local municipal revenue over 20 years.

**Project Detail (Total Capital Investment)**

<b>Building Cost (Construction):</b>		<b>Capital Improvements:</b>	
<b>Equipment (non-taxable):</b>		<b>Equipment (Taxable) / Other Project Investment:</b>	
<b>Land Cost (Real Estate):</b>			
<b>Total Capital Investment:</b>	\$2,156,900,000		

**Estimated Benefits Provided**

<b>Sales Tax Exempt:</b>	\$124,864,000
<b>Mortgage Tax Exempt:</b>	\$0
<b>Property Tax Exempt:</b>	\$42,784,801
<b>Total Estimated Tax Incentives Provided:</b>	\$167,648,801
<b>Total Amount Finance:</b>	\$0

## MRB Cost Benefit Calculator

Genesee County Industrial Development Agency

Date   
 Project Title   
 Project Location

### Construction Phase - Project Assumptions

#### Project Costs

Project Costs	Value
Enter total project costs:	<input type="text" value="\$2,156,900,000"/>
Local Construction Spending*	
% of locally sourced materials and labor	<input type="text" value="68%"/>
In-region construction spending	<input type="text" value="\$1,458,000,000"/>

#### Construction Economic Impacts

Industry	NAICS	% of Total Investment	Investment by Type
Industrial Building Construction	236210	100%	\$1,458,000,000
[Not Applicable]	0		\$0
[Not Applicable]	0		\$0
		100%	\$1,458,000,000

*Most projects will only have one line related to construction type.*

### Operation Phase - Project Assumptions

#### Jobs and Earnings from Operations

##### NAICS Lookup

Year 1 - Enter NAICS	NAICS	Count	Per Job Annual Earnings	Total Earnings
Data Processing, Hosting, and Related Serv	518210	200	\$129,250	\$25,850,000
0				\$0
0				\$0
0				\$0
0				\$0
0				\$0
Total		200		\$25,850,000

Year 2	NAICS	Count	Per Job Annual Earnings	Total Earnings
Data Processing, Hosting, and Related Serv	518210	200	\$129,250	\$25,850,000
0				\$0
0				\$0
0				\$0
0				\$0
0				\$0
Total		200		\$25,850,000

Year 3+ (Full Employment)	NAICS	Count	Per Job Annual Earnings	Total Earnings
Data Processing, Hosting, and Related Serv	518210	200	\$129,250	\$25,850,000
0				\$0
0				\$0
0				\$0
0				\$0
0				\$0
Total		200		\$25,850,000

### Fiscal Impact Assumptions

#### Estimated Costs of Incentives

	%	Value			
Sales Tax Exemption		<input type="text" value="\$124,864,000"/>		PILOT Term (Years)	<input type="text" value="20"/>
Local Sales Tax Rate	4.00%	<input type="text" value="\$62,432,000"/>		Escalation Factor	<input type="text" value="0%"/>
State Sales Tax Rate	4.00%	<input type="text" value="\$62,432,000"/>		Discount Factor	<input type="text" value="2%"/>
Mortgage Recording Tax Exemption					
Local	0.50%	<input type="text" value="\$0"/>			
State	0.50%	<input type="text" value="\$0"/>			
Total Costs		<input type="text" value="\$167,648,801"/>	<i>includes PILOT exemption, calculated below</i>		









# Genesee County Industrial Development Agency

## MRB Cost Benefit Calculator

Date 1.31.25  
 Project Title Project Hydroscale  
 Project Location STAMP

### Economic Impacts

Summary of Economic Impacts over the Life of the PILOT

Project Total Investment

\$2,156,900,000

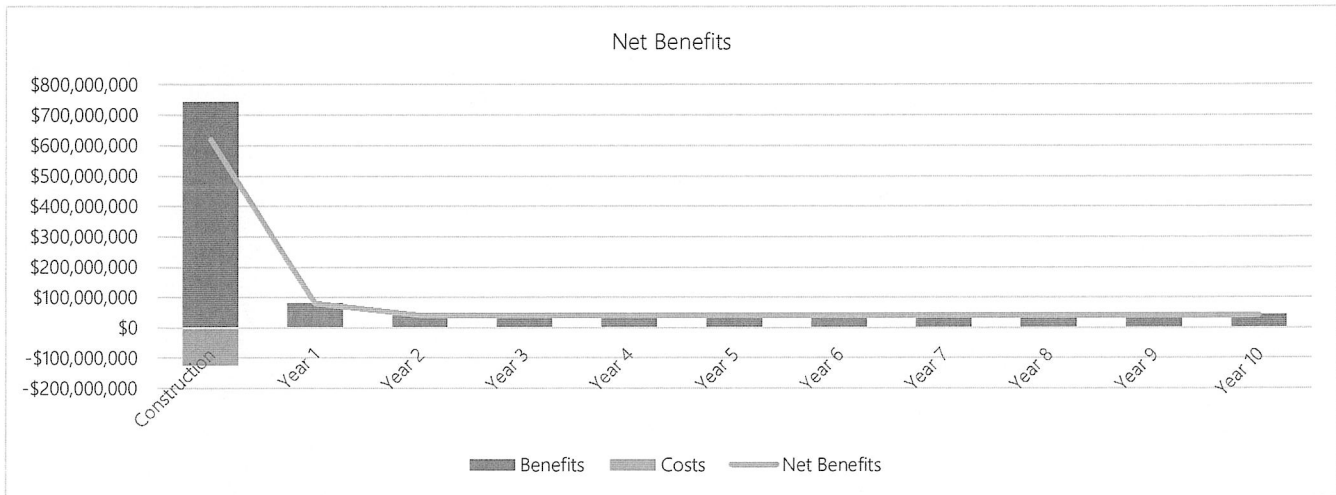
		Temporary (Construction)		
		Direct	Indirect	Total
Jobs		7,159	2,108	9,267
Earnings		\$602,936,618	\$101,172,271	\$704,108,889
Local Spend		\$1,458,000,000	\$363,066,935	\$1,821,066,935

		Ongoing (Operations)		
		Direct	Indirect	Total
Jobs		200	76	276
Earnings		\$517,000,000	\$204,780,956	\$721,780,956

Aggregate over life of the PILOT

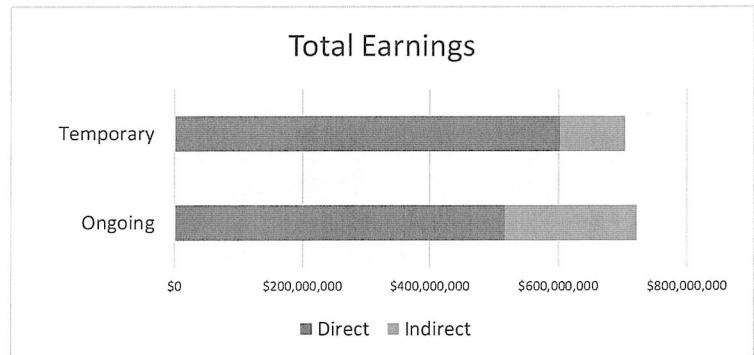
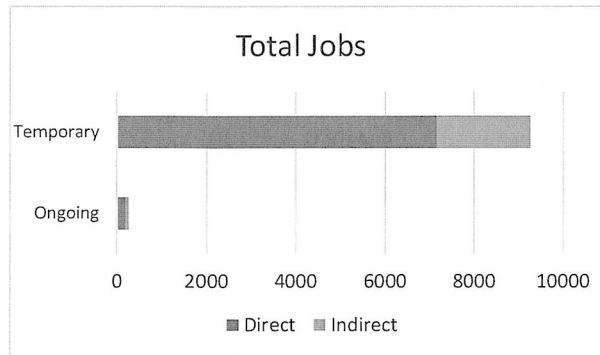
Figure 1



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

Figure 2

Figure 3



# Fiscal Impacts



Cost-Benefit Analysis Tool powered by MRB Group

## Estimated Costs of Exemptions

	Nominal Value	Discounted Value*
Property Tax Exemption	\$42,784,801	\$32,938,852
Sales Tax Exemption	\$124,864,000	\$124,864,000
Local Sales Tax Exemption	\$62,432,000	\$62,432,000
State Sales Tax Exemption	\$62,432,000	\$62,432,000
Mortgage Recording Tax Exemption	\$0	\$0
Local Mortgage Recording Tax Exemption	\$0	\$0
State Mortgage Recording Tax Exemption	\$0	\$0
<b>Total Costs</b>	<b>\$167,648,801</b>	<b>\$157,802,852</b>

## State and Local Benefits

	Nominal Value	Discounted Value*
Local Benefits	\$1,579,249,955	\$1,426,396,031
To Private Individuals	\$1,425,889,845	\$1,294,216,549
Temporary Payroll	\$704,108,889	\$704,108,889
Ongoing Payroll	\$721,780,956	\$590,107,660
Other Payments to Private Individuals	\$0	\$0
To the Public	\$153,360,110	\$132,179,483
Increase in Property Tax Revenue	\$42,784,801	\$34,527,098
Temporary Jobs - Sales Tax Revenue	\$4,928,762	\$4,928,762
Ongoing Jobs - Sales Tax Revenue	\$5,052,467	\$4,130,754
Other Local Municipal Revenue	\$100,594,080	\$88,592,869
State Benefits	\$74,146,272	\$67,299,261
To the Public	\$74,146,272	\$67,299,261
Temporary Income Tax Revenue	\$31,684,900	\$31,684,900
Ongoing Income Tax Revenue	\$32,480,143	\$26,554,845
Temporary Jobs - Sales Tax Revenue	\$4,928,762	\$4,928,762
Ongoing Jobs - Sales Tax Revenue	\$5,052,467	\$4,130,754
<b>Total Benefits to State &amp; Region</b>	<b>\$1,653,396,227</b>	<b>\$1,493,695,292</b>

## Benefit to Cost Ratio

	Benefit*	Cost*	Ratio
Local	\$1,426,396,031	\$95,370,852	15:1
State	\$67,299,261	\$62,432,000	1:1
<b>Grand Total</b>	<b>\$1,493,695,292</b>	<b>\$157,802,852</b>	<b>9:1</b>

\*Discounted at 2%

### Additional Comments from IDA

\$1,000,000 community grant +\$500,000 county host +\$82,104 fire district+\$1,497,600 electric sales tax revenue = \$3,079,704 plus one time \$39,000,000 substation

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

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