

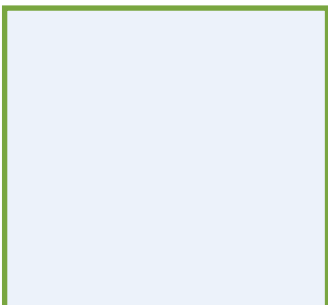
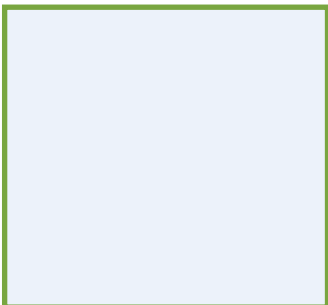
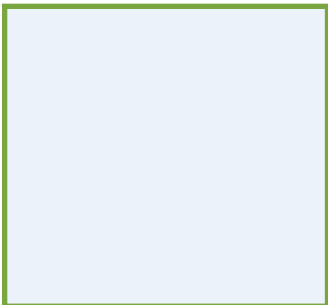
Target Industry: Agri-Business Cluster



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www.hamiltonnyairpark.com

Where Ideas Take Flight



Industry Highlights

The US industry comprises companies that support the industries that grow crops, raise or fatten animals for animal products, and grow and harvest timber. Agricultural support activities are provided to farmers and ranchers on a contract basis, such as soil testing, dairy products testing, artificial insemination, aerial crop dusting, farm management services, etc.

Competitive Advantages of the Hamilton AirPark

- > New York's Hamilton Airpark Region has an established and responsive agricultural and business services background.
- > The Hamilton AirPark Region is centrally located in New York State. The Region covers portions of seven counties centered at Hamilton, NY. A well-trained and educated labor force of 135,000 persons actively places the Region in a very competitive position for growth of this industry.
- > D&B/Hoovers First Research indicates an industry benchmark of 2.3% net profit before taxes for the industry with sales of less than \$5 million. A location in New York's Hamilton AirPark Region should generate a projected 10.0% profit which exceeds profitability for all identified competition.
- > A typical facility utilizing New York State mean hourly wages of \$24.48 per hour and fringe benefits of 25% results in a total payroll estimated at \$700,100.
- > Annual sales are estimated at \$2.438 million for an 11-person facility and average output per employee is calculated at \$221,600.
- > The typical NY State facility is estimated at 8,800 sq. ft. and a land coverage of 1.5 acres. Combined construction and equipment costs are approximated at \$176 per square foot and land purchase costs are \$52,000 per acre. Total investment is estimated at \$1.624 million. In comparison, a location in Hamilton will achieve an overall investment savings of about \$358,000 over the NYS figure.

Hamilton AirPark Business Center

Target Industry: Agri-Business Cluster



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Industry Performance

Ten Leading States for Employment in the Agri-Business Industry			
US State	Empl't. 2015	Empl't. Percent	Avg. Hrly. Wage
California	24,071	25.0%	\$17.51
Washington	7,656	7.9%	\$18.66
Florida	6,790	7.0%	\$12.51
Texas	6,034	6.3%	\$17.00
Oregon	5,548	5.8%	\$19.12
Georgia	3,187	3.3%	\$19.61
Iowa	2,467	2.6%	\$25.14
Wisconsin	2,356	2.4%	\$24.15
Arkansas	2,286	2.4%	\$18.52
Idaho	2,134	2.2%	\$14.56
Top Ten States Total	65,529	65%	

Production Facility Requirements

Typical Agri-Business Facility		
	New York State	Hamilton AirPark Region
Annual Net Sales	\$2,437,600	\$2,437,600
Total Employment	11	11
Average Hourly Wage - Total	\$24.48	\$18.35
Fringe Benefits Percentage	25%	25%
Total Payroll	\$700,100	\$524,700
Site Acreage	1.5	1.5
Facility Footprint Sq. Ft.	8,800	8,800
Employee Occupancy/SF	300	300
Floor-Area-Ratio	.13	.13
Facility Construction Cost/SF	\$141	\$105
Facility Construction Cost	\$1,238,000	\$921,000
Estimated Equipment Cost	\$308,000	\$308,000
Land Cost	\$78,000	\$37,500
Total Investment	\$1,624,000	\$1,266,500

Hamilton AirPark Business Center

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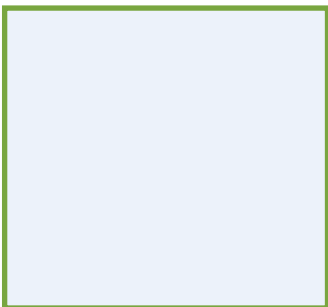
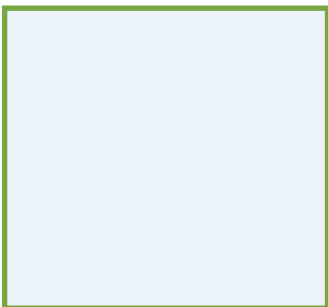
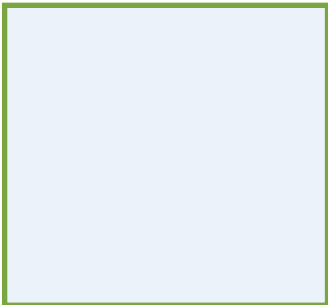
Target Industry: Food Processing Cluster



Photo credit: DepositPhotos

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Industry Highlights

The US industry comprises companies that manufacture and process a wide variety of foods, including meat, seafood, dairy products, fruits and vegetables, milled grains and oilseeds, baked goods, and candy. Major products include processed meats (about 30% of industry revenue), dairy products (15%), and grains and edible oils (10%). Other sources of revenue include processed fruits and vegetables, baked goods, pet food, and snack foods.

Competitive Advantages of the Hamilton AirPark

- > New York's Hamilton Airpark Region has an established and responsive food manufacturing environment, and a diverse agricultural background.
- > The Hamilton AirPark Region is centrally located in New York State. The Region covers portions of seven counties centered at Hamilton, NY. A well-trained and educated labor force of 135,000 persons actively places the Region in a very competitive position for growth of this industry.
- > D&B/Hoovers First Research indicates an industry benchmark of 2.2% net profit before taxes for the industry with sales of between \$5 and \$50 million. A location in New York's Hamilton AirPark Region should generate a projected 4.0% profit which exceeds profitability for all identified competition.
- > A typical facility utilizing New York State mean hourly wages of \$18.24 per hour and fringe benefits of 29% results in a total payroll estimated at \$1.962 million.
- > Annual sales are estimated at \$23.3 million for a 40-person facility and average output per employee is calculated at \$582,500.
- > The typical NY State facility is estimated at 32,000 sq. ft. and a land coverage of 6 acres. Combined construction and equipment costs are approximated at \$170 per square foot and land purchase costs are \$52,000 per acre. Total investment is estimated at \$5.764 million. In comparison, a location in Hamilton will achieve an overall investment savings of about \$1.176 million over the NYS figure.

Hamilton AirPark Business Center

Target Industry: Food Processing Cluster



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Industry Performance

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Ten Leading States for Employment in the Food Processing Industry			
US State	Empl't. 2015	Empl't. Percent	Avg. Hrly. Wage
California	163,881	11.0%	\$21.30
Texas	89,248	6.0%	\$18.40
Illinois	74,457	5.0%	\$22.59
Pennsylvania	67,768	4.6%	\$21.73
Wisconsin	66,907	4.5%	\$23.31
Georgia	63,744	4.3%	\$17.98
Ohio	60,496	4.1%	\$20.12
North Carolina	52,350	3.5%	\$18.14
New York	49,114	3.3%	\$19.51
Iowa	49,095	3.3%	\$22.78
Top Ten States Total	737,060	49.6%	

Production Facility Requirements

Typical Food Processing Facility		
	New York State	Hamilton AirPark Region
Annual Net Sales	\$23,300,00	\$23,300,00
Total Employment	40	40
Production Employment	27	27
Avg. Hourly Wage - Total	\$18.24	\$16.75
Avg. Hourly Wage - Production	\$15.56	\$15.35
Fringe Benefits Percentage	29%	29%
Total Payroll	\$1,961,700	\$1,801,000
Total Cost of Raw Materials	\$14,823,000	\$14,823,000
Total Value Added	\$8,491,000	\$8,491,000
Site Acreage	6	6
Plant Footprint Sq. Ft.	32,000	32,000
Employee Occupancy/SF	800	800
Plant Construction Cost/SF	\$126	\$94
Plant Construction Cost	\$4,017,000	\$3,003,000
Estimated Equipment Cost	\$1,435,000	\$1,435,000
Land Cost	\$312,000	\$150,000
Total Investment	\$5,764,000	\$4,588,000

Hamilton AirPark Business Center

Target Industry: Specialty Equipment Mfg. Cluster



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Industry Highlights

The US industry comprises companies that manufacture specialty transportation equipment and associated parts. Major sectors include automotive, aircraft, railroad, and shipbuilding. US sales of specialty transportation equipment have traditionally been concentrated in highly industrialized nations in Europe and North America, but emerging economies in Asia, Eastern Europe, and Latin America are expected to provide future growth, with significant opportunities emerging in the Unmanned Aerial Systems (UAS) marketplace.

Competitive Advantages of the Hamilton AirPark

- > New York's Hamilton Airpark Region has an established and responsive technology manufacturing environment.
- > The Hamilton AirPark Region is centrally located in New York State. The Region covers portions of seven counties centered at Hamilton, NY. A well-trained and educated labor force of 135,000 persons actively places the Region in a very competitive position for growth of this industry.
- > D&B/Hoovers First Research indicates an industry benchmark of 1.7% net profit before taxes for the industry with sales of between \$5 and \$50 million. A location in New York's Hamilton AirPark Region should generate a projected 3.0% profit which exceeds profitability for all identified competition.
- > A typical facility utilizing New York State mean hourly wages of \$23.37 per hour and fringe benefits of 38% results in a total payroll estimated at \$1.345 million.
- > Annual sales are estimated at \$12.9 million for a 20-person facility and average output per employee is calculated at \$643,500.
- > The typical NY State facility is estimated at 16,000 sq. ft. and a land coverage of 3 acres. Combined construction and equipment costs are approximated at \$171 per square foot and land purchase costs are \$52,000 per acre. Total investment is estimated at \$2.898 million. In comparison, a location in Hamilton will achieve an overall investment savings of about \$606,000 over the NYS figure.

Hamilton AirPark Business Center

Target Industry: Specialty Equipment Mfg. Cluster



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Industry Performance

Ten Leading States for Employment in the Specialty Equipment Mfg. Industry

US State	Empl't. 2015	Empl't. Percent	Avg. Hrly. Wage
California	3,980	11.0%	\$21.30
Wisconsin	3,885	6.0%	\$18.40
Georgia	3,709	5.0%	\$22.59
Pennsylvania	3,176	4.6%	\$21.73
Minnesota	2,626	4.5%	\$23.31
Michigan	1,555	4.3%	\$17.98
Missouri	1,155	4.1%	\$20.12
Ohio	994	3.5%	\$18.14
South Carolina	942	3.3%	\$19.51
Alabama	835	3.3%	\$22.78
Top Ten States Total	22,856	73.3%	

Production Facility Requirements

Typical Specialty Equipment Mfg. Facility

	New York State	Hamilton AirPark Region
Annual Net Sales	\$12,870,000	\$12,870,000
Total Employment	20	20
Production Employment	15	15
Avg. Hourly Wage - Total	\$23.37	\$19.63
Avg. Hourly Wage - Production	\$18.88	\$16.40
Fringe Benefits Percentage	38%	38%
Total Payroll	\$1,344,500	\$1,128,800
Total Cost of Raw Materials	\$7,446,000	\$7,446,000
Total Value Added	\$4,983,000	\$4,983,000
Site Acreage	3	3
Plant Footprint Sq. Ft.	16,000	16,000
Employee Occupancy/SF	800	800
Plant Construction Cost/SF	\$126	\$93
Plant Construction Cost	\$2,020,000	\$1,495,000
Estimated Equipment Cost	\$722,000	\$722,000
Land Cost	\$156,000	\$75,000
Total Investment	\$2,898,000	\$2,292,000

Hamilton AirPark Business Center

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