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Attachment 1
Calculation Worksheets

Widewaters - Greenport, NY

Columbia County Sales Tax
Rate 8.00%

	Annual Sales	Employees (FTE)
retail (per SF)	\$357.54	1.71
restaurant (per restaurant)	\$4,512,000.00	73.55
Lowes (per store)	\$33,862,816	149
Wal-Mart (per SF)		
total	\$669.06	1.9843
% food sales	40.00%	
% retail sales	60.00%	

Proposed Buildings	SF	Annual Sales	Sales Tax	Employees (FTE)
Department Store	69,000	\$24,263,160	\$1,941,053	141
Retail Total	161,028	\$57,573,951	\$4,605,916	276
restaurant total	13,929	\$13,536,000	\$1,082,880	221
Wal-Mart	184,103	\$123,175,953	\$5,912,446	365
Lowes	110,805	\$33,862,816	\$2,709,025	149
Totals	538,865	\$252,411,880	\$16,251,320	1,153
Existing Wal-Mart	100,000	\$66,906,000	\$5,352,480	198
Net Change	438,865	\$185,505,880	\$10,898,840	954

Proposed Development

Building	Use	SF
Lowes		110,805
Wal-Mart		184,103
C	dept store	69,000
D	retail	20,670
E	retail	15,800
F	retail	57,500
G	retail	16,150
H	retail	37,500
M	retail	4,858
L	retail	4,000
O	retail	4,550
J	restaurant	5,297
K	restaurant	5,490
N	restaurant	3,142
total retail	161,028	
total restaurant	13,929	
Total Project	469,865	538,865

Lowes Calculations

from Lowe's web site (www.shareholder.com/lowes/index2.cfm)

annual sales	\$48,300,000,000
total employees	210,000
sales/employee	\$230,000
employees/sales	4.34783E-06

from National Retail Hardware Association (NRHA) for Lowes (www.nrha.org/mm2007.pdf)

totals sales	\$46,900,000,000
# of stores	1,385
sale/store	\$33,862,816

employee/store	147
employee/store	152
avg	149

Wal Mart Calculations

From 2002 Economic Census for New York (US Census Bureau)
+18% for cpi increase 2002-2008 (US Department of Labor, www.bls.gov/cpi)

Warehouse and Supercenters

	Proposed	Existing
sales/SF	\$669	\$669
SF	184,103	100,000
total sales	\$123,175,953	\$66,906,000
total sales	\$5,563,489,000	\$5,563,489,000
total employees	16500	16500
employee/sale	2.96576E-06	2.96576E-06
employees (FTE)	365	198
employee/SF	0.001984275	0.001984275

Retail Calc

from 2002 Economic Census for New York State (+18% for cpi increase 2002-2008)

	#	sales	employees
Furniture and Home Furnishings	4,001	\$6,847,243,820	30,846
Electronics and Appliances	3,244	\$7,257,992,380	23,181
Health and Personal Care	6,648	\$19,196,362,720	75,620
Clothing and Clothing Accessories	12,531	\$20,376,830,000	120,728
Sporting Goods, Hobby, Books, Music	4,172	\$6,371,352,180	37,281
Totals	30,596	\$60,049,781,100	287,656
employee/sale	4.79029E-06		
\$/SF	\$358		
sf/dollar	0.00279689		
employee/SF	0.001712721		
Department Store	sales/sf		
\$/SF	\$352		
\$/employee	\$171,482		
employee/\$	5.83152E-06		

Restaurant Calculations

From National Restaurant Association (www.restaurant.org/research/ind_glance.cfm)

Unit Sales	\$4,512,000
# of restaurants proposed	3
Total Sales	\$13,536,000
sales/FTE employee	\$61,344
Total # Employees	221