

Rhode Island Commerce Corporation
Qualified Jobs Incentive Tax Credits – Economic Impact Analysis
Custom & Miller Box Application

Introduction

The Rhode Island Commerce Corporation (the “Corporation”) may issue Qualified Jobs Incentive tax credits to Custom & Miller Box (“the Company”), a subsidiary of Key Container Corporation that manufactures corrugated cardboard containers. The credits would be issued in connection with the Company’s decision to consolidate its existing operations in an existing building located at 60 Delta Drive in Pawtucket. Consolidation at this new location would result in the addition of 42 jobs to the Company’s Rhode Island operations over the next three years. The Company is expected to request Qualified Jobs Incentive tax credits with an estimated value of approximately \$612,000.

This analysis was prepared by Appleseed, a consulting firm with more than twenty years of experience in economic impact analysis.

Jobs Analysis

Annual operations

As noted above, the Company intends to add 42 employees at its new facility during its first three years. Table 1 summarizes the categories in which these jobs will be created (as of 2022), and median earnings for each category.

Table 1: Projected employment, 2022

Job category	New positions (as of 2022)	Median salary
Sales staff	7	\$75,000
Production staff	35	\$30,000
Total	42	\$30,000

Based on data provided by the Company, and using the IMPLAN input-output modeling system, Appleseed estimates that in 2022, ongoing operations associated with the 42 full-time jobs the Company would be committed to adding and maintaining will directly and indirectly support:

- 68 full-time-equivalent (FTE) jobs in Rhode Island;
- \$3.625 million in annual earnings (in 2022 dollars);
- \$20.138 million in statewide economic output; and

- An increase \$5.135 million in Rhode Island’s annual GDP.

These impacts are summarized below in Table 2.

Table 2: Direct, indirect and total annual impact of ongoing operations (employment in FTE; income, value-added and output in millions of 2022 dollars)

	Jobs	Earnings	Value added	Output
Direct	42	\$1.802	\$2.414	\$15.266
Indirect	26	1.823	2.721	4.872
Total	68	\$3.625	\$5.135	\$20.138

In addition to the impacts on employment, earnings, output and state GDP cited above, expansion of the Company’s operations in Rhode Island would generate a projected increase of approximately \$212,000 in annual state tax revenues, including:

- \$136,000 in state personal income taxes paid by workers newly employed by the Company in its new operations in Rhode Island, or by Rhode Island workers whose jobs are indirectly attributable to the Company’s new facility;
- \$59,000 in state sales taxes paid on those workers’ taxable household spending; and
- \$17,000 in state business taxes.

Hiring

Job openings are posted online. Qualified applicants are then selected for interviews, and offers are extended to the most qualified candidates.

Benefits

All Custom & Miller employees are offered health insurance, participation in a 401(k) plan, life insurance, paid vacation and sick days.

Impact

The state fiscal impact of the requested tax credits is estimated to be approximately \$612,000 in foregone state revenue. Direct and indirect economic and fiscal benefits of the proposed project include the estimated increase in annual state GDP of \$5.1 million in 2022, the estimated associated job creation, and a gross increase of \$2.35 million in personal income, sales and business tax revenues during the twelve-year commitment period beginning in 2020. These benefits are detailed in the foregoing analysis.

In addition to the economic and tax revenue impacts cited above, the Company's consolidation in its new facility would benefit Rhode Island in other ways, including:

- Retaining existing Company jobs that would otherwise have moved out of state
- Contributing to the ongoing process of economic revitalization in Pawtucket, by rehabilitating and reactivating a recently vacated industrial property

Beyond the fiscal impact noted above, there is no anticipated financial exposure to the state. Various features of the Qualified Jobs Incentive program mitigate risk to the state; and the value of Qualified Jobs Incentive tax credits would be determined on the basis of the number of people actually employed and the wages actually paid by the Company.