



## APPLICATION SUMMARY

**DATE:** February 21, 2017

**APPLICANT:** American Packaging Corporation  
777 Driving Park Avenue  
Rochester, New York 14613

**PROJECT LOCATION:** 100 Beaver Road  
Chili, New York 14428

**PROJECT SUMMARY:** American Packaging Corporation (APC) is a flexible packaging converter that services the food, beverage, medical, personal care, agriculture and other specialty markets. APC currently has manufacturing plants in Wisconsin, Iowa and Rochester, and the Rochester plant serves as its headquarters. APC is proposing to build a state-of-the-art manufacturing facility on 40 acres of land at 100 Beaver Road in the Town of Chili. The project will be constructed in 3 phases: Phase 1 will include the construction of a 215,000 square foot building and an investment of \$36 million in equipment. Phase 1, which involves a total investment of \$48.3 million, will impact 170 FTEs and is projected to create 70 new FTEs over the next three years at the Chili facility. Phase 2 and 3 are projected to create an additional 192 FTEs. Before deciding the facility would be constructed in Chili, APC considered an expansion at existing facilities in Iowa and Wisconsin. APC will maintain their City of Rochester operations. The applicant is seeking approval of a custom property tax abatement, which is supported by the Town of Chili. The Benefit/Incentive ratio is 2.7:1.

**PROJECT AMOUNT:** \$19,965,000 – Lease/Leaseback with Custom Abatement

<b>JOBS: EXISTING:</b>	170	FTEs
<b>NEW:</b>	70	FTEs
<b>REQUIREMENT:</b>	17	FTEs

**REAL PROPERTY TAXES:**

<b>EXISTING:</b>	\$ 173,852
<b>WITH IMPROVEMENTS:</b>	\$1,434,625

**PUBLIC HEARING DATE:** December 19, 2016

**BENEFIT TO INCENTIVE RATIO:** 2.7:1

**SEQR:** REVIEWED AND PROCESS IS COMPLETE.

**ELIGIBILITY:** MANUFACTURER

**APPROVED PURPOSE:** JOB CREATION



# Board Report

Table 1: Basic Information

Project Applicant	American Packaging 2016
Project Name	American Packaging
Project Industry	Printing and Related Support Activities
Municipality	Chili Town
School District	Churchville-Chili
Type of Transaction	Lease
Project Cost	\$19,965,000
Employment at Application (Annual FTEs)	170
Direct Employment Expected to Result from Project (Annual FTEs)	240 (70 created and 170 retained)
Direct Employment Required for PILOT (Annual FTEs)	17

Table 2: Estimated State & Regional Benefits / Estimated Project Incentives Analysis (Discounted Present Value<sup>\*</sup>)

<b>Total State and Regional Benefits</b>	<b>\$13,365,326</b>	
<b>Total Project Incentives</b>	<b>\$4,875,912</b>	
<b>State and Regional Benefits to Incentives Ratio</b>	<b>2.7:1</b>	
<b>Projected Employment</b>	<b>State</b>	<b>Region</b>
<b>Total Employment</b>	<b>716</b>	<b>716</b>
Direct <sup>**</sup>	240 (70 created and 170 retained)	240 (70 created and 170 retained)
Indirect <sup>***</sup>	76	76
Induced <sup>****</sup>	118	118
Temporary Construction (Direct and Indirect)	283	283

Table 3: Estimated State & Regional Benefits (Discounted Present Value<sup>\*</sup>)

<b>Total State and Regional Benefits</b>	<b>\$13,365,326</b>
Income Tax Revenue	\$8,047,327
Property Tax/PILOT Revenue	\$108,174
Sales Tax Revenue	\$5,109,649
IDA Fee	\$100,175

Table 4: Estimated Project Incentives (Discounted Present Value<sup>\*</sup>)

<b>Total Project Incentives</b>	<b>\$4,875,912</b>
Property Tax Above 485-b	\$4,267,592
Sales Tax	\$608,320

\* Figures over 10 years and discounted by 2%

\*\* Direct - The recipient of IDA assistance adds new jobs to the regional economy and/or retains jobs at risk of being lost to another region. Investments that result in displacing existing jobs (e.g., most retail and many service sector industries) do not fall under this definition.

\*\*\* Indirect - The recipient of IDA assistance makes purchases from regional firms, which stimulates suppliers to add jobs and payroll that are new to the regional economy or are saved from being lost to competitors outside the region.

\*\*\*\* Induced - The recipient of IDA assistance by adding to and/or retaining payroll stimulates household spending that is new to the regional economy and/or saved from being lost to competitors outside the region.



## APPLICATION SUMMARY

**DATE:** February 21, 2017

**APPLICANT:** Morgan Charlotte Street, LLC  
1080 Pittsford Victor Road  
Pittsford, New York 14534

**TENANT:** Fisher Associates, P.E., L.S., L.A., D.P.C.  
135 Calkins Road, Suite A  
Rochester, New York 14623

**PROJECT LOCATION:** 163 -167, 170-176, 175 Charlotte Street,  
Rochester, NY 14607

**PROJECT SUMMARY:** Morgan Charlotte Street, LLC is proposing to renovate the above-referenced project in the City of Rochester. The property, which is currently vacant, will be renovated for Fisher Associates (Fisher). Headquartered in Monroe County, Fisher provides transportation, energy and land development services throughout NY, PA and Ohio. The 31,200 square foot manufacturing/warehouse facility will be renovated to meet the specific needs of Fisher. The project will impact 70 FTEs and is projected to create 2 new FTEs over the next three years. The applicant is seeking approval of a JobsPlus property tax abatement on the increase in assessed value due to renovations. The job creation requirement is 7 FTE, and the Benefit/Incentive ratio is 2.1:1.

**PROJECT AMOUNT:** \$3,560,000 – Lease/Leaseback with Abatement

<b>JOBS: EXISTING:</b>	70	FTEs
<b>NEW:</b>	2	FTEs
<b>REQUIREMENT:</b>	7	FTEs

<b>REAL PROPERTY TAXES:</b>	
<b>EXISTING:</b>	\$353,889
<b>WITH IMPROVEMENTS:</b>	\$608,591

**PUBLIC HEARING DATE:** December 20, 2016

**BENEFIT TO INCENTIVE RATIO:** 2.1:1

**SEQR:** INTERNAL RENOVATIONS ONLY; EXEMPT FROM SEQR.

**ELIGIBILITY:** REHABILITATION OF EXISTING COMMERCIAL BUILDING VACANT FOR A LONG TIME

**APPROVED PURPOSE:** COMMUNITY DEVELOPMENT



# Board Report

Table 1: Basic Information

Project Applicant	Morgan Charlotte Street LLC
Project Name	Morgan Charlotte Street, LLC
Project Description	Applicant is seeking to renovate the property located at 135 Calkins Road for Fisher.
Project Industry	Professional, Scientific, and Technical Services
Municipality	Rochester City
School District	Rochester
Type of Transaction	Lease
Project Cost	\$3,560,000
Mortgage Amount	\$2,700,000
Employment at Application (Annual FTEs)	70
Direct Employment Expected to Result from Project (Annual FTEs)	2
Direct Employment Required for PILOT (Annual FTEs)	7

Table 2: Estimated State & Regional Benefits / Estimated Project Incentives Analysis (Discounted Present Value<sup>\*</sup>)

<b>Total State and Regional Benefits</b>	<b>\$441,732</b>	
<b>Total Project Incentives</b>	<b>\$207,217</b>	
<b>State and Regional Benefits to Incentives Ratio</b>	<b>2.1:1</b>	
<b>Projected Employment</b>	<b>State</b>	<b>Region</b>
<b>Total Employment</b>	<b>16</b>	<b>16</b>
Direct <sup>**</sup>	2	2
Indirect <sup>***</sup>	1	1
Induced <sup>****</sup>	1	1
Temporary Construction (Direct and Indirect)	13	13

Table 3: Estimated State & Regional Benefits (Discounted Present Value<sup>\*</sup>)

<b>Total State and Regional Benefits</b>	<b>\$441,732</b>
Income Tax Revenue	\$99,096
Property Tax/PILOT Revenue	\$254,702
Sales Tax Revenue	\$60,885
IDA Fee	\$27,050

Table 4: Estimated Project Incentives (Discounted Present Value<sup>\*</sup>)

<b>Total Project Incentives</b>	<b>\$207,217</b>
Mortgage Tax	\$27,000
Property Tax Above 485-b	\$87,417
Sales Tax	\$92,800

\* Figures over 10 years and discounted by 2%

\*\* Direct - The recipient of IDA assistance adds new jobs to the regional economy and/or retains jobs at risk of being lost to another region. Investments that result in displacing existing jobs (e.g., most retail and many service sector industries) do not fall under this definition.

\*\*\* Indirect - The recipient of IDA assistance makes purchases from regional firms, which stimulates suppliers to add jobs and payroll that are new to the regional economy or are saved from being lost to competitors outside the region.



## APPLICATION SUMMARY

**DATE:** February 21, 2017

**APPLICANT:** Morgan Rivers Run LLC  
1080 Pittsford Victor Road  
Pittsford, New York 14534

**PROJECT LOCATION:** 50 Fairwood Drive  
Rochester, New York 14623

**PROJECT SUMMARY:** Morgan Rivers Run LLC (MRR) is proposing to construct an additional 71 units at Rivers Run – Glenwood Cove, located at 50 Fairwood Drive in the City of Rochester. MRR, a market-rate housing facility, will be constructing 11 residential units within the existing building and 60 units in a new building being constructed as part of the complex. A new fitness center and an additional teaching room, which RIT leases for workshops and seminars, are also included in the project scope. The total investment in the project is \$22,642,026, which includes the payoff of an existing loan totaling \$11.8 Million. The project will help retain 3 FTEs, and is projected to create 3 FTEs over the next three years. The applicant is seeking approval of a standard property tax abatement, as well as Mortgage and Sales Tax Exemptions. The Benefit/Incentive ratio is 1.8:1.

**PROJECT AMOUNT:** \$22,642,026 – Lease/Leaseback with Abatement

<b>JOBS: EXISTING:</b>	0	FTEs
<b>NEW:</b>	4	FTEs
<b>REQUIREMENT:</b>	1	FTEs

<b>REAL PROPERTY TAXES:</b>	
<b>EXISTING:</b>	\$2,897,937
<b>WITH IMPROVEMENTS:</b>	\$3,773,100

**PUBLIC HEARING DATE:** January 17, 2017

**BENEFIT TO INCENTIVE RATIO:** 1.8:1

**SEQR:** REVIEWED AND PROCESS IS COMPLETE.

**ELIGIBILITY:** NEW BUILDING CONSTRUCTION OR RENOVATION PROJECT FOR STUDENT/SENIOR/AFFORDABLE HOUSING

**APPROVED PURPOSE:** JOB CREATION



# Board Report

Table 1: Basic Information

Project Applicant	Morgan Rivers Run
Project Name	Morgan Rivers Run - Glenwood Cove - Morgan Rivers Run
Project Description	Construct an additional 71 units at Rivers Run - Glenwood Cove in Henrietta.
Project Industry	Rental and Leasing Services
Municipality	Henrietta Town
School District	Rush-Henrietta
Type of Transaction	Lease
Project Cost	\$22,642,026
Mortgage Amount	\$18,405,193
Employment at Application (Annual FTEs)	4
Direct Employment Expected to Result from Project (Annual FTEs)	3
Direct Employment Required for PILOT (Annual FTEs)	1

Table 2: Estimated State & Regional Benefits / Estimated Project Incentives Analysis (Discounted Present Value<sup>\*</sup>)

<b>Total State and Regional Benefits</b>	<b>\$1,362,012</b>	
<b>Total Project Incentives</b>	<b>\$736,418</b>	
<b>State and Regional Benefits to Incentives Ratio</b>	<b>1.8:1</b>	
<b>Projected Employment</b>	<b>State</b>	<b>Region</b>
<b>Total Employment</b>	<b>68</b>	<b>68</b>
Direct **	3	3
Indirect ***	2	2
Induced ****	1	1
Temporary Construction (Direct and Indirect)	62	62

Table 3: Estimated State & Regional Benefits (Discounted Present Value<sup>\*</sup>)

<b>Total State and Regional Benefits</b>	<b>\$1,362,012</b>
Income Tax Revenue	\$190,496
Property Tax/PILOT Revenue	\$875,163
Sales Tax Revenue	\$126,188
IDA Fee	\$170,165

Table 4: Estimated Project Incentives (Discounted Present Value<sup>\*</sup>)

<b>Total Project Incentives</b>	<b>\$736,418</b>
Mortgage Tax	\$184,052
Property Tax Above 485-b	\$300,367
Sales Tax	\$252,000

\* Figures over 10 years and discounted by 2%

\*\* Direct - The recipient of IDA assistance adds new jobs to the regional economy and/or retains jobs at risk of being lost to another region. Investments that result in displacing existing jobs (e.g., most retail and many service sector industries) do not fall under this definition.

\*\*\* Indirect - The recipient of IDA assistance makes purchases from regional firms, which stimulates suppliers to add jobs and payroll that are new to the regional economy or are saved from being lost to



## APPLICATION SUMMARY

**DATE:** February 21, 2017

**APPLICANT:** Erie Station 30 LLC  
75 Thruway Park Drive  
West Henrietta, New York 14586

**TENANT:** Rolen-Jinxin Tech. NA, LLC  
30 Becker Road  
West Henrietta, New York 14586

**PROJECT SUMMARY:** Erie Station 30 LLC (ES30), a West-Henrietta-based development company, is proposing to build out 8,787 square feet of existing warehouse space located in the Town of W. Henrietta to accommodate Rolen-Jinxin Corporation (Rolen). Rolen is the North American entity of Wuxi Jinxin Co, a Chinese Railways equipment manufacturer, and Rolen Technologies & Products, an international company based in Barcelona, Spain. Rolen, who is establishing their first U.S. facility in Monroe County, will be manufacturing railcar interiors for rail transit manufacturers and transportation authorities located throughout North America. The project is projected to create 26 new FTEs over the next three years. The applicant is seeking a sales tax exemption on building materials (\$194,286), which has a job creation requirement of 3 FTE. Rolen will invest \$743,900, and is seeking approval of sales tax exemptions on equipment. The Benefit/Incentive ratio is 50:1.

**PROJECT AMOUNT:** \$1,244,616 – Sales Tax Exemption

<b>JOBS: EXISTING:</b>	0	FTEs
<b>NEW:</b>	26	FTEs
<b>REQUIREMENT:</b>	0	FTEs

**REAL PROPERTY TAXES:**

<b>EXISTING:</b>	\$142,149
<b>WITH IMPROVEMENTS:</b>	\$209,622

**PUBLIC HEARING DATE:** N.A.

**BENEFIT TO INCENTIVE RATIO:** 50:1

**SEQR:** INTERNAL RENOVATIONS ONLY; EXEMPT FROM SEQR.

**ELIGIBILITY:** MANUFACTURER

**APPROVED PURPOSE:** JOB CREATION



# Board Report

Table 1: Basic Information

Project Applicant	Erie Station 30 LLC
Project Name	Rolen-Jinxin Tech
Project Description	Build out 8,787 sq ft of existing warehouse space to accommodate Rolen-Jinxin operations. Rolen Jinxin manufacturers rail car interiors, and sells to customers throughout North America.
Project Industry	Transportation Equipment Manufacturing
Municipality	Henrietta Town
School District	Rush-Henrietta
Type of Transaction	Lease
Project Cost	\$1,244,516
Employment at Application (Annual FTEs)	0
Direct Employment Expected to Result from Project (Annual FTEs)	26
Direct Employment Required for PILOT (Annual FTEs)	1

Table 2: Estimated State & Regional Benefits / Estimated Project Incentives Analysis (Discounted Present Value<sup>\*</sup>)

<b>Total State and Regional Benefits</b>	<b>\$2,355,330</b>	
<b>Total Project Incentives</b>	<b>\$47,140</b>	
<b>State and Regional Benefits to Incentives Ratio</b>	<b>50:1</b>	
<b>Projected Employment</b>	<b>State</b>	<b>Region</b>
<b>Total Employment</b>	<b>69</b>	<b>69</b>
Direct <sup>**</sup>	26	26
Indirect <sup>***</sup>	16	16
Induced <sup>****</sup>	20	20
Temporary Construction (Direct and Indirect)	7	7

Table 3: Estimated State & Regional Benefits (Discounted Present Value<sup>\*</sup>)

<b>Total State and Regional Benefits</b>	<b>\$2,355,330</b>
Income Tax Revenue	\$1,458,918
Property Tax/PILOT Revenue	\$67,473
Sales Tax Revenue	\$819,255
IDA Fee	\$9,684

Table 4: Estimated Project Incentives (Discounted Present Value<sup>\*</sup>)

<b>Total Project Incentives</b>	<b>\$47,140</b>
Property Tax Above 485-b	\$23,158
Sales Tax	\$23,983

\* Figures over 10 years and discounted by 2%

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\*\*\* Indirect - The recipient of IDA assistance makes purchases from regional firms, which stimulates suppliers to add jobs and payroll that are new to the regional economy or are saved from being lost to competitors outside the region.





## APPLICATION SUMMARY

**DATE:** February 21, 2017

**APPLICANT:**

Palumbo Trucking, LLC 1731 South Road Scottsville, New York 14546
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**PROJECT SUMMARY:**

Palumbo Trucking, LLC (Palumbo), is a newly formed business located in the Town of Scottsville, NY. Palumbo hauls construction materials for projects located primarily in Rochester and Monroe County. Palumbo will be utilizing Class 8 commercial trucks for its hauling, and is proposing to purchase a new 2018 Kenworth T800 Dump Truck, which will be the first member of its fleet. The \$168,652 project will create at least 1 FTE for a commercial class driver, and will allow the business to begin to expand, thereby providing more local jobs over the next year. Palumbo Trucking is seeking a Sales Tax Exemption. The Benefit/Incentive ratio is 3:1.
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**PROJECT AMOUNT:**

\$168,652– Sales Tax Exemptions Only (EquiPlus)
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**SALES TAX EXEMPTION:**

\$13,492.16
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<b>JOBS: EXISTING:</b>	0	FTEs
<b>NEW:</b>	1	FTEs
<b>GREATRATE REQUIREMENT:</b>	1	FTEs

**BENEFIT TO INCENTIVE RATIO:**

3:1
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**SEQR:**

Type II Action under SEQR Section 617.5
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**ELIGIBILITY:**

APPROVED GREATRATE/REBATE - EQUIPLUS ONLY
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**APPROVED PURPOSE:**

JOB CREATION
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# Board Report

Table 1: Basic Information

Project Applicant	Jacob Palumbo
Project Name	Palumbo Trucking
Project Description	Purchase of new 2018 Kenworth T800 Dump Truck for newly-founded business. This will enable Palumbo Trucking, LLC to haul construction materials for projects located throughout Monroe County, and will initiate the building of the business.
Project Industry	Truck Transportation
Municipality	Scottsville Village
School District	Wheatland-Chili
Type of Transaction	Tax Exemptions
Project Cost	\$168,652
Employment at Application (Annual FTEs)	1
Direct Employment Expected to Result from Project (Annual FTEs)	1
Direct Employment Required for PILOT (Annual FTEs)	1

Table 2: Estimated State & Regional Benefits / Estimated Project Incentives Analysis (Discounted Present Value<sup>\*</sup>)

<b>Total State and Regional Benefits</b>	<b>\$40,885</b>	
<b>Total Project Incentives</b>	<b>\$13,492</b>	
<b>State and Regional Benefits to Incentives Ratio</b>	<b>3:1</b>	
<b>Projected Employment</b>	<b>State</b>	<b>Region</b>
<b>Total Employment</b>	<b>2</b>	<b>2</b>
Direct <sup>**</sup>	1	1
Indirect <sup>***</sup>	0	0
Induced <sup>****</sup>	0	0
Temporary Construction (Direct and Indirect)	0	0

Table 3: Estimated State & Regional Benefits (Discounted Present Value<sup>\*</sup>)

<b>Total State and Regional Benefits</b>	<b>\$40,885</b>
Income Tax Revenue	\$23,643
Sales Tax Revenue	\$16,049
IDA Fee	\$1,193

Table 4: Estimated Project Incentives (Discounted Present Value<sup>\*</sup>)

<b>Total Project Incentives</b>	<b>\$13,492</b>
Sales Tax	\$13,492

\* Figures over 10 years and discounted by 2%

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\*\*\* Indirect - The recipient of IDA assistance makes purchases from regional firms, which stimulates suppliers to add jobs and payroll that are new to the regional economy or are saved from being lost to competitors outside the region.