


APPLICATION SUMMARY

DATE: March 17, 2015

APPLICANT: Atlantic Avenue Capital Partners LLC
90 Goodway Drive
Rochester, New York 14623

TENANT & PROJECT ADDRESS: Three Heads Brewing Inc.
186 Atlantic Avenue
Rochester, New York 14609

PROJECT SUMMARY:



Atlantic Avenue Capital Partners LLC (AACP), a local real estate development company, is proposing the construction of a 20,000 square foot micro-brewery on 2 acres in the City of Rochester. The brewery will be leased to Three Heads Brewing Inc., a local craft brewer founded in 2011. The building will have facilities for craft brewing, bottling beer, shipping and receiving and a tasting room. The \$3,050,000 project will impact 4 FTEs and is projected to create 14 new FTEs over the next three years. The applicant is seeking approval of JobsPlus property tax abatement. The job creation requirement is 1 FTE. Tenant is seeking approval of sales tax exemptions on \$50,000 of furniture and fixtures. The Benefit/Incentive ratio is 8.1:1.

PROJECT AMOUNT:
APPLICANT: \$3,000,000– Lease/Leaseback with abatement
TENANT: \$ 50,000– Sales Tax Exemptions Only

JOBS: EXISTING: 4 FTEs
NEW: 14 FTEs
REQUIREMENT: 1 FTEs

REAL PROPERTY TAXES:
EXISTING: \$ 43,699
WITH IMPROVEMENTS: \$432,144

PUBLIC HEARING DATE: March 17, 2015

BENEFIT TO INCENTIVE RATIO: 8.1: 1

SEQR: REVIEWED AND PROCESS IS COMPLETE.

ELIGIBILITY: MANUFACTURER

APPROVED PURPOSE: JOB CREATION

RECOMMEND APPROVAL: _____
Executive Director



Board Report

Table 1: Basic Information

Project Applicant	Atlantic Avenue Capital Partners LLC
Project Name	Three Heads Brewing
Project Industry	Beverage and Tobacco Product Manufacturing
Municipality	Rochester City
School District	Rochester
Type of Transaction	Lease
Project Cost	\$3,000,000
Mortgage Amount	\$2,400,000
Employment at Application (Annual FTEs)	4
Direct Employment Expected to Result from Project (Annual FTEs)	14
Direct Employment Required for PILOT (Annual FTEs)	1

Table 2: Estimated State & Regional Benefits / Estimated Project Incentives Analysis (Discounted Present Value^{*})

Total State and Regional Benefits	\$2,089,774	
Total Project Incentives	\$256,802	
State and Regional Benefits to Incentives Ratio	8.1:1	
Projected Employment	State	Region
Total Employment	82	82
Direct ^{**}	14	14
Indirect ^{***}	27	27
Induced ^{****}	18	18
Temporary Construction (Direct and Indirect)	23	23

Table 3: Estimated State & Regional Benefits (Discounted Present Value^{*})

Total State and Regional Benefits	\$2,089,774
Income Tax Revenue	\$1,043,138
Property Tax/PILOT Revenue	\$388,445
Sales Tax Revenue	\$635,341
IDA Fee	\$22,850

Table 4: Estimated Project Incentives (Discounted Present Value^{*})

Total Project Incentives	\$256,802
Mortgage Tax	\$24,000
Property Tax Above 485-b	\$140,802
Sales Tax	\$92,000

* Figures over 10 years and discounted by 3.49%

** 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

APPLICATION SUMMARY

DATE: March 17, 2015

APPLICANT: Isaac Heating and Air Conditioning Inc.
50 Holleder Parkway
Rochester, New York 14615

PROJECT SUMMARY:



Isaac Heating and Air Conditioning Inc. (IHC), founded in 1945, is one of the area's largest HVAC companies. Due to continued growth, in 2014 IHC relocated to the recently renovated 70,108 square foot former Mercury Print facility on 4.4 acres in the City of Rochester. IHC is now proposing the purchase of twelve new service vans. IHC currently employs 198 FTEs and expects to create 18 new full-time positions. IHC has been approved for the GreatRate program through Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus program. The Benefit/Incentive ratio is 6.5:1.

PROJECT AMOUNT: \$300,000– Sales Tax Exemptions Only

SALES TAX EXEMPTION: \$24,000

JOBS: EXISTING:	198	FTEs
NEW:	18	FTEs
GREATRATE REQUIREMENT:	4	FTEs

BENEFIT TO INCENTIVE RATIO: 6.5 : 1

SEQR: Project is exempt from SEQR.

ELIGIBILITY: APPROVED GREATRATE/REBATE - EQUIPLUS ONLY

APPROVED PURPOSE: JOB CREATION

RECOMMEND APPROVAL:

 Executive Director



Board Report

Table 1: Basic Information

Project Applicant	Isaac Heating & Air Conditioning Inc.
Project Name	Fleet Purchases
Project Industry	Construction
Municipality	Rochester City
School District	Rochester
Type of Transaction	Tax Exemptions
Project Cost	\$300,000
Employment at Application (Annual FTEs)	198
Direct Employment Expected to Result from Project (Annual FTEs)	4

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

Total State and Regional Benefits	\$155,217	
Total Project Incentives	\$24,000	
State and Regional Benefits to Incentives Ratio	6.5:1	
Projected Employment	State	Region
Total Employment	7	7
Direct**	4	4
Indirect***	1	1
Induced****	2	2
Temporary Construction (Direct and Indirect)	0	0

Table 3: Estimated State & Regional Benefits (Discounted Present Value*)

Total State and Regional Benefits	\$155,217
Income Tax Revenue	\$93,102
Sales Tax Revenue	\$62,115

Table 4: Estimated Project Incentives (Discounted Present Value*)

Total Project Incentives	\$24,000
Sales Tax	\$24,000

* Figures over 10 years and discounted by 3.49%

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