



APPLICATION SUMMARY

DATE: May 21, 2013

APPLICANT:

Gallina Cambridge LLC
1890 Winton Road South
Rochester, New York 14618

TENANT & PROJECT ADDRESS:

Moore & Associates Inc.
1892 Winton Road South
Rochester, New York 14618

PROJECT SUMMARY:

Gallina Cambridge LLC (Gallina), a local commercial real estate developer, is proposing to complete the build out of an existing 34,000 square foot commercial building on nine acres in the Town of Brighton. The initial tenant, Moore & Associates Inc., a local real estate brokerage firm, will occupy approximately 3,746 square feet to accommodate growth of its administrative, IT and marketing staff. Moore currently employs 4 FTEs and is projected to create 1 new FTE over the next three years. Gallina is seeking approval of the JobsPlus property tax abatement program.

PROJECT AMOUNT:

\$4,000,000 – Lease/Leaseback with JobsPlus

JOBS:

EXISTING:

4 FTEs

NEW:

1 FTE

REQUIREMENT:

1 FTE

PUBLIC HEARING DATE:

May 20, 2013

RECOMMENDATION:

Staff recommends Board approval of incentives for this project based on the following: A project qualifies if it creates jobs within Monroe County. The project has a benefit/incentive ratio of 1.8:1. The net increase in property taxes or PILOTS paid is approximately \$249,223 over a ten year period. Staff has reviewed the Lead Agency's SEQR documents and has determined that the SEQR process is complete.



Board Report

Table 1: Basic Information

Project Applicant	Gallina Cambridge LLC
Project Name	Moore & Associates
Project Industry	Real Estate
Municipality	Brighton Town
School District	Brighton
Type of Transaction	Lease
Project Cost	\$4,000,000
Mortgage Amount	\$4,000,000
Employment at Application (Annual FTEs)	4
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^{*})

Total State and Regional Benefits	\$326,138	
Total Project Incentives	\$178,337	
State and Regional Benefits to Incentives Ratio	1.8:1	
Projected Employment	State	Region
Total Employment	17	17
Direct ^{**}	1	1
Indirect ^{***}	1	1
Induced ^{****}	0	0
Temporary Construction (Direct and Indirect)	15	15

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

Total State and Regional Benefits	\$326,138
Income Tax Revenue	\$44,116
Property Tax/PILOT Revenue	\$249,223
Sales Tax Revenue	\$32,799

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

Total Project Incentives	\$178,337
Mortgage Tax	\$40,000
Property Tax Above 485-b	\$90,337
Sales Tax	\$48,000

* 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 the region.



APPLICATION SUMMARY

DATE: May 21, 2013

APPLICANT:

Erie Station 250 LLC
75 Thruway Park Drive
West Henrietta, New York 14586

TENANT & PROJECT ADDRESS:

eHealth Technologies
250 Thruway Park Drive
West Henrietta, New York 14586

PROJECT SUMMARY:

Erie Station 250 LLC, a local commercial real estate developer, is proposing to construct a 36,000 square foot building on 9.75 acres in the Town of Henrietta. The facility will be leased to eHealth Technologies, a medical record retrieval and electronic delivery service. The \$4,021,500 project will impact 95 FTEs and is projected to create 60 new FTEs over the next three years. The applicant is seeking approval of the JobsPlus program. The job creation requirement is 10 FTEs. eHealth is seeking sales tax exemption on \$495,000 of equipment, furniture and fixtures for the new location.

PROJECT AMOUNT:

APPLICANT:
TENANT:

\$4,021,500 – Lease/Leaseback with JobsPlus
\$ 495,000 – Sales Tax Exemptions Only

JOBS:

EXISTING:
NEW:
REQUIREMENT:

95 FTEs
60 FTEs
10 FTEs

PUBLIC HEARING DATE:

May 20, 2013

RECOMMENDATION:

Staff recommends Board approval of incentives for this project based on the following: A project qualifies if it creates new jobs in Monroe County. The project has a benefit/incentive ratio of 11.1:1. The net increase in property taxes or PILOTS paid is approximately \$470,248 over a ten year period. Staff has reviewed the Lead Agency's SEQR documents and has determined that the SEQR process is complete.



Board Report

Table 1: Basic Information

Project Applicant	Erie Station 250 LLC
Project Name	eHealth Technologies
Project Industry	Professional, Scientific, and Technical Services
Municipality	Henrietta Town
School District	Rush-Henrietta
Type of Transaction	Lease
Project Cost	\$4,516,500
Mortgage Amount	\$3,800,000
Employment at Application (Annual FTEs)	95
Direct Employment Expected to Result from Project (Annual FTEs)	60
Direct Employment Required for PILOT (Annual FTEs)	10

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

Total State and Regional Benefits	\$4,111,164	
Total Project Incentives	\$369,359	
State and Regional Benefits to Incentives Ratio	11.1:1	
Projected Employment	State	Region
Total Employment	154	154
Direct ^{**}	60	60
Indirect ^{***}	21	21
Induced ^{****}	35	35
Temporary Construction (Direct and Indirect)	37	37

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

Total State and Regional Benefits	\$4,111,164
Income Tax Revenue	\$2,272,487
Property Tax/PILOT Revenue	\$470,248
Sales Tax Revenue	\$1,368,428

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

Total Project Incentives	\$369,359
Mortgage Tax	\$38,000
Property Tax Above 485-b	\$170,453
Sales Tax	\$160,906

* 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 the region.



APPLICATION SUMMARY

DATE: May 21, 2013

APPLICANT:

Elmgrove Ventures LLC
1890 South Winton Road
Rochester, State 14618

TENANTS & PROJECT ADDRESS:

Total Sports Experience & Power Train Sports
435 West Commercial Street
East Rochester, New York 14445

PROJECT SUMMARY:

Elmgrove Ventures LLC is proposing to purchase and renovate an existing 49,700 square foot building in East Rochester, NY. The property will be leased to a related entity, Total Sports Experience and will include a boarded turf field, multiple turf training areas and community rooms. Programming at TSE will focus on youth instructional programs, soccer and lacrosse leagues and training time for all turf sports, birthday parties and special events. This new facility will also attract regional participation in tournaments and events. In addition, the building will house Power Train Sports, a personal training provider, which will occupy 7,284 square feet. The \$2.5 Million project is projected to create 5 new FTEs over the next three years. The applicant is seeking approval of the JobsPlus property tax abatement program. The job creation requirement is 1 FTE.

PROJECT AMOUNT:

\$2,500,000 – Lease/Leaseback with JobsPlus

JOBS: EXISTING:

0 FTEs

NEW:

5 FTEs

REQUIREMENT:

1 FTE

RECOMMENDATION:

Staff recommends Board approval of incentives for this project based on the following: A project qualifies as it renovates an long vacant existing commercial building. The project has a benefit/incentive ratio of 2.3:1. The net increase in property taxes or PILOTS paid is approximately \$60,852 over a ten year period. Project is internal renovations only and therefore exempt from the SEQQR process.



Board Report

Table 1: Basic Information

Project Applicant	Elmgrove Ventures LLC
Project Name	Total Sports Eastside
Project Industry	Amusement, Gambling, and Recreation Industries
Municipality	East Rochester Town
School District	East Rochester
Type of Transaction	Lease
Project Cost	\$2,500,000
Mortgage Amount	\$2,000,000
Employment at Application (Annual FTEs)	0
Direct Employment Expected to Result from Project (Annual FTEs)	5
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	\$185,626	
Total Project Incentives	\$82,057	
State and Regional Benefits to Incentives Ratio	2.3:1	
Projected Employment	State	Region
Total Employment	20	20
Direct ^{**}	5	5
Indirect ^{***}	1	1
Induced ^{****}	1	1
Temporary Construction (Direct and Indirect)	12	12

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

Total State and Regional Benefits	\$185,626
Income Tax Revenue	\$65,826
Property Tax/PILOT Revenue	\$60,852
Sales Tax Revenue	\$58,948

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

Total Project Incentives	\$82,057
Mortgage Tax	\$20,000
Property Tax Above 485-b	\$22,057
Sales Tax	\$40,000

* 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 the region.



APPLICATION SUMMARY

DATE: May 21, 2013

APPLICANT:

Structural Remediation Services Inc.
1115 East Main Street
Rochester, New York 14609

PROJECT SUMMARY:

Structural Remediation Services Inc. (SRS), was founded in 2009 and offers a wide range of specialized construction services for Owners and General Contractors. SRS, a New York State Certified Disadvantaged Business Enterprise and a New York State Certified Women-Owned Business Enterprise, is qualified to perform both Heavy Highway and Building Trades Construction, both in the Municipal and Private Sector. SRS is proposing to purchase approximately \$160,000 of construction equipment. SRS currently employs 10 FTEs and expects to create 1 new full-time position. Company has been approved for the GreatRate program through Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus program.

PROJECT AMOUNT:

\$160,000– Sales Tax Exemptions Only

SALES TAX EXEMPTION:

\$12,800

JOBS:

EXISTING:

10 FTEs

NEW:

1 FTEs

GREATRATE REQUIREMENT:

1 FTEs

RECOMMENDATION:

Staff recommends Board approval of incentives for this project based on the following: A project qualifies if it creates jobs within Monroe County. The project has a benefit/incentive ratio of 3:1. The project is equipment only and therefore exempt from SEQR.



Board Report

Table 1: Basic Information

Project Applicant	Structural Remediation Services Inc.
Project Name	2012 EquiPlus
Project Industry	Construction
Municipality	Rochester City
School District	Rochester
Type of Transaction	Tax Exemptions
Project Cost	\$160,000
Employment at Application (Annual FTEs)	10
Direct Employment Expected to Result from Project (Annual FTEs)	1

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

Total State and Regional Benefits	\$38,804	
Total Project Incentives	\$12,800	
State and Regional Benefits to Incentives Ratio	3:1	
Projected Employment	State	Region
Total Employment	2	2
Direct ^{**}	1	1
Indirect ^{***}	0	0
Induced ^{****}	0	0
Temporary Construction (Direct and Indirect)	0	0

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

Total State and Regional Benefits	\$38,804
Income Tax Revenue	\$23,276
Sales Tax Revenue	\$15,529

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

Total Project Incentives	\$12,800
Sales Tax	\$12,800

* 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 the region.



APPLICATION SUMMARY

DATE: May 21, 2013

APPLICANT:

iCardiac Technologies Inc.
150 Allens Creek Road
Rochester, New York 14618

PROJECT SUMMARY:

iCardiac Technologies, Inc. (iCardiac) provides drug development companies worldwide with core-lab services for cardiac safety studies. iCardiac is proposing to invest \$300,000 to upgrade their IT equipment. iCardiac currently employs 40 FTEs and expects to create 4 new full-time positions. iCardiac has been approved for the GreatRebate program through Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus program.

PROJECT AMOUNT:

\$300,000 – Sales Tax Exemptions Only

SALES TAX EXEMPTION:

\$24,000

JOBS:

EXISTING:

40 FTEs

NEW:

4 FTEs

GREATREBATE REQUIREMENT:

4 FTEs

RECOMMENDATION:

Staff recommends Board approval of incentives for this project based on the following: A project qualifies if it creates jobs within Monroe County. The project has a benefit/incentive ratio of 9.8:1. The project is equipment only and therefore exempt from SEQR.



Board Report

Table 1: Basic Information

Project Applicant	iCardiac Technologies LLC
Project Name	EquiPlus
Project Industry	Professional, Scientific, and Technical Services
Municipality	Pittsford Town
School District	Brighton
Type of Transaction	Tax Exemptions
Project Cost	\$300,000
Employment at Application (Annual FTEs)	40
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	\$235,842	
Total Project Incentives	\$24,000	
State and Regional Benefits to Incentives Ratio	9.8:1	
Projected Employment	State	Region
Total Employment	8	8
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	\$235,842
Income Tax Revenue	\$147,362
Sales Tax Revenue	\$88,480

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%

** 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: May 21, 2013

APPLICANT:

Prince ROC LLC
19 Prince Street
Rochester, New York 14607

TENANT & PROJECT ADDRESS:

Cognitive Marketing
19 Prince Street
Rochester, New York 14607

PROJECT SUMMARY:

In 2009, Prince ROC LLC was approved for assistance to renovate and restore a 17,000 square foot building on 1.2 acres in the City of Rochester. The building is leased to a related entity, Brown and Tarantino, LLC. Prince Roc is now proposing to renovate the vacant carriage house which will be leased to Cognitive Marketing, a communications firm serving colleges, universities, and independent schools. The \$600,000 project will impact 5 FTEs and is projected to create 2 new FTEs over the next three years. The applicant is seeking approval of the JobsPlus property tax abatement program. The job creation requirement is 1 FTE.

PROJECT AMOUNT:

\$600,000 – Lease/Leaseback with JobsPlus

JOBS:

EXISTING:

5 FTEs

NEW:

2 FTEs

REQUIREMENT:

1 FTEs

RECOMMENDATION:

Staff recommends Board approval of incentives for this project based on the following: A project qualifies if it involves the renovation of a commercial building and result in significant investment, the creation of new jobs and revitalization of the City of Rochester. The project has a benefit/incentive ratio of 3.8:1. The net increase in property taxes or PILOTS paid is approximately \$101,334 over a ten year period. Staff has reviewed the Lead Agency's SEQR documents and has determined that the SEQR process is complete.



Board Report

Table 1: Basic Information

Project Applicant	Prince ROC LLC
Project Name	Cognitive Marketing
Project Industry	Professional, Scientific, and Technical Services
Municipality	Rochester City
School District	Rochester
Type of Transaction	Lease
Project Cost	\$600,000
Mortgage Amount	\$600,000
Employment at Application (Annual FTEs)	5
Direct Employment Expected to Result from Project (Annual FTEs)	2
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	\$235,602	
Total Project Incentives	\$61,931	
State and Regional Benefits to Incentives Ratio	3.8:1	
Projected Employment	State	Region
Total Employment	10	10
Direct ^{**}	2	2
Indirect ^{***}	1	1
Induced ^{****}	1	1
Temporary Construction (Direct and Indirect)	6	6

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

Total State and Regional Benefits	\$235,602
Income Tax Revenue	\$83,503
Property Tax/PILOT Revenue	\$101,334
Sales Tax Revenue	\$50,765

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

Total Project Incentives	\$61,931
Mortgage Tax	\$6,000
Property Tax Above 485-b	\$36,731
Sales Tax	\$19,200

* 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 the region.



APPLICATION SUMMARY

DATE: May 21, 2013

APPLICANT:

D4 LLC
222 & 214 Andrews Street
Rochester, New York 14604

PROJECT SUMMARY:

D4 LLC (D4) a leading national discovery management, computer forensics and litigation support organization, was approved for COMIDA assistance in 2010 to purchase and renovate an 11,000 square foot building located at 222 Andrews Street in the City of Rochester, to be used as D4's national headquarters. At the time D4 had 25 employees. D4 is now proposing to invest \$30,500 in renovations to 222 Andrews Street. D4 will be leasing additional 5,000 square feet at 214 Andrews Street and investing \$125,000 in renovations to accommodate additional growth. D4 has grown to 61 FTEs and expects to create 2 new full-time positions. Company has been approved for the GreatRebate program through Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus program.

PROJECT AMOUNT:

\$155,500– Sales Tax Exemptions Only

SALES TAX EXEMPTION:

\$4,976

JOBS:

EXISTING:

61 FTEs

NEW:

2 FTEs

GREATREBATE REQUIREMENT:

2 FTEs

RECOMMENDATION:

Staff recommends Board approval of incentives for this project based on the following: A project qualifies if it creates jobs within Monroe County. The project has a benefit/incentive ratio of 24.5:1. The project is internal renovations only and therefore exempt from SEQR.



Board Report

Table 1: Basic Information

Project Applicant	D4 LLC
Project Name	EquiPlus
Project Industry	Professional, Scientific, and Technical Services
Municipality	Rochester City
School District	Rochester
Type of Transaction	Tax Exemptions
Project Cost	\$155,500
Employment at Application (Annual FTEs)	61
Direct Employment Expected to Result from Project (Annual FTEs)	2

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

Total State and Regional Benefits	\$122,158	
Total Project Incentives	\$4,976	
State and Regional Benefits to Incentives Ratio	24.5:1	
Projected Employment	State	Region
Total Employment	5	5
Direct ^{**}	2	2
Indirect ^{***}	1	1
Induced ^{****}	1	1
Temporary Construction (Direct and Indirect)	2	2

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

Total State and Regional Benefits	\$122,158
Income Tax Revenue	\$76,227
Sales Tax Revenue	\$45,931

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

Total Project Incentives	\$4,976
Sales Tax	\$4,976

* 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 the region.