



APPLICATION SUMMARY

DATE: July 16, 2013

APPLICANT:

Xerox Corporation
PO Box 4505 Glover Avenue
Norwalk, CT 06856-4505

TENANT & PROJECT ADDRESS:

800 Phillips Road – Bldg. 216
Webster, New York 14580

PROJECT SUMMARY:

Xerox Corporation needs to expand its global toner production capacity. The \$60 Million toner manufacturing facility in the Town of Webster, a 2005 COMIDA project, is under consideration for this expansion, along with other off-shore alternatives. This \$5 Million project would add 50,000 square feet of manufacturing space and impact 40 toner plant employees. Xerox would invest an additional \$30 Million in manufacturing equipment. Xerox currently employs 5,987 FTEs in Monroe County. The project is projected to create 25 new FTEs over the next three years. The applicant is seeking approval of the JobsPlus program. The job creation requirement is 4 FTEs.

PROJECT AMOUNT:

\$5,000,000 – Lease/Leaseback with JobsPlus

JOBS:

EXISTING IMPACTED:

40 FTEs

NEW:

25 FTEs

REQUIREMENT:

4 FTEs

PUBLIC HEARING DATE:

July 15, 2013

RECOMMENDATION:

Staff recommends Board approval of incentives for this project based on the following: The project qualifies as a manufacturer. The project has a benefit/incentive ratio of 9.9:1. The net increase in property taxes or PILOTS paid is approximately \$776,629 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	Xerox Corporation
Project Name	Toner Plant Expansion
Project Industry	Computer and Electronic Product Manufacturing
Municipality	Webster Village
School District	Webster
Type of Transaction	Lease
Project Cost	\$5,000,000
Employment at Application (Annual FTEs)	70
Direct Employment Expected to Result from Project (Annual FTEs)	25
Direct Employment Required for PILOT (Annual FTEs)	7

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

Total State and Regional Benefits	\$4,376,469	
Total Project Incentives	\$441,508	
State and Regional Benefits to Incentives Ratio	9.9:1	
Projected Employment	State	Region
Total Employment	146	146
Direct ^{**}	25	25
Indirect ^{***}	39	39
Induced ^{****}	32	32
Temporary Construction (Direct and Indirect)	49	49

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

Total State and Regional Benefits	\$4,376,469
Income Tax Revenue	\$2,256,704
Property Tax/PILOT Revenue	\$776,629
Sales Tax Revenue	\$1,292,786
IDA Fee	\$50,350

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

Total Project Incentives	\$441,508
Property Tax Above 485-b	\$281,508
Sales Tax	\$160,000

* 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: July 16, 2013

APPLICANT:

RR97, LLC
97 Railroad Street
Rochester, NY 14609

TENANT & PROJECT ADDRESS:

Rohrbach Brewing Company
97 Railroad Street
Rochester, NY 14609

PROJECT SUMMARY:

RR97 LLC, is proposing to invest approximately \$179,000 in renovations to its existing 35,000 square foot building in the City of Rochester. The facility is leased to a related entity, Rohrbach Brewing Company (RBC) a microbrewer of craft beer. The renovations will accommodate a new \$177,500 canning line which will provide Rohrbach products for a wider geographic distribution area. The project will impact 12 FTEs and is projected to create 2 new FTEs over the next three years. The company has been approved for the GreatRate program through Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus program.

PROJECT AMOUNT:

\$179,000 – Sales Tax Exemptions Only

SALES TAX EXEMPTION:

\$ 5,724

JOBS:

EXISTING:

12 FTEs

NEW:

2 FTEs

RECOMMENDATION:

Staff recommends Board approval of incentives for this project based on the following: A project qualifies as a manufacturer. The project has a benefit/incentive ratio of 39.8:1. 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	RR97 LLC
Project Name	New Canning Line
Project Industry	Beverage and Tobacco Product Manufacturing
Municipality	Rochester City
School District	Rochester
Type of Transaction	Tax Exemptions
Project Cost	\$356,373
Employment at Application (Annual FTEs)	12
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	\$227,988	
Total Project Incentives	\$5,724	
State and Regional Benefits to Incentives Ratio	39.8:1	
Projected Employment	State	Region
Total Employment	10	10
Direct ^{**}	2	2
Indirect ^{***}	4	4
Induced ^{****}	3	3
Temporary Construction (Direct and Indirect)	2	2

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

Total State and Regional Benefits	\$227,988
Income Tax Revenue	\$139,606
Sales Tax Revenue	\$86,250
IDA Fee	\$2,132

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

Total Project Incentives	\$5,724
Sales Tax	\$5,724

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APPLICATION SUMMARY

DATE: July 16, 2013

APPLICANT:

Better Power Inc.
508 White Spruce Blvd.
Rochester, New York 14623

PROJECT SUMMARY:

Better Power Inc., (BPI) a wholesale distributor specializing in emergency standby generators and accessories, will be moving to a larger 10,000 square foot facility in the Town of Brighton and will be investing approximately \$103,000 in renovations and equipment. BPI currently employs 8 FTEs and expects to create 1 new full-time position. BPI has been approved for the GreatRebate program through Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus program.

PROJECT AMOUNT:

\$103,000– Sales Tax Exemptions Only

SALES TAX EXEMPTION:

\$8,240

JOBS:

EXISTING:

8 FTEs

NEW:

1 FTE

GREATREBATE REQUIREMENT:

1 FTE

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 6.1:1. The project is equipment and internal renovations only and therefore exempt from SEQR.



Board Report

Table 1: Basic Information

Project Applicant	Better Power Inc.
Project Name	2013 EquiPlus
Project Industry	Wholesale Trade
Municipality	Brighton Town
School District	Rush-Henrietta
Type of Transaction	Tax Exemptions
Project Cost	\$103,000
Employment at Application (Annual FTEs)	8
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	\$50,010	
Total Project Incentives	\$8,240	
State and Regional Benefits to Incentives Ratio	6.1:1	
Projected Employment	State	Region
Total Employment	2	2
Direct ^{**}	1	1
Indirect ^{***}	0	0
Induced ^{****}	1	1
Temporary Construction (Direct and Indirect)	0	0

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

Total State and Regional Benefits	\$50,010
Income Tax Revenue	\$30,581
Sales Tax Revenue	\$19,428

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

Total Project Incentives	\$8,240
Sales Tax	\$8,240

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APPLICATION SUMMARY

DATE: July 16, 2013

APPLICANT:

Canfield & Tack Inc.
105 McLoughlin Street
Rochester, New York 14615

PROJECT SUMMARY:

Canfield & Tack Inc.(C&T), founded in 1926, is a full service provider of commercial printing, digital printing, fulfillment and distribution services, located in a 45,000 square foot facility on Exchange Street in the City of Rochester. In November 2012, C&T purchased the assets of Dellas Graphics, a Syracuse printing and mail house firm, and will be moving the digital printing and mailing operation to Rochester. C&T will be leasing additional space at 105 McLoughlin Street and will invest approximately \$76,500 in equipment including racking, forklifts, IT, phone and security systems. C&T currently employs 74 FTEs in Monroe County and expects to create 1 new full-time position. C&T has been approved for the GreatRate program through Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus program.

PROJECT AMOUNT:

\$76,500 – Sales Tax Exemptions Only

SALES TAX EXEMPTION:

\$6,120

JOBS:

EXISTING:

74 FTEs

NEW:

1 FTEs

GREATREBATE REQUIREMENT:

1 FTEs

RECOMMENDATION:

Staff recommends Board approval of incentives for this project based on the following: The project qualifies as a manufacturer that is projected to create jobs within Monroe County. The project has a benefit/incentive ratio of 7.9:1. The project is equipment only and therefore exempt from SEQR.



Board Report

Table 1: Basic Information

Project Applicant	Canfield & Tack Inc.
Project Name	Equipment
Project Industry	Printing and Related Support Activities
Municipality	Rochester City
School District	Rochester
Type of Transaction	Tax Exemptions
Project Cost	\$76,500
Employment at Application (Annual FTEs)	74
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	\$48,483	
Total Project Incentives	\$6,120	
State and Regional Benefits to Incentives Ratio	7.9:1	
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	\$48,483
Income Tax Revenue	\$29,692
Sales Tax Revenue	\$18,791

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

Total Project Incentives	\$6,120
Sales Tax	\$6,120

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