



## APPLICATION SUMMARY

**DATE:** September 19, 2017

**APPLICANT:**

Paychex, Inc. and Subsidiaries 911 Panorama Trail South Rochester, NY 14625
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**PROJECT LOCATION:**

180,220,225 Kenneth Drive 131,133,135 Calkins Road Rochester, NY 14623
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**PROJECT SUMMARY:**

Paychex, Inc. and Subsidiaries (Paychex), founded in 1971, is a provider of payroll, human resource, retirement, insurance, and employee benefits to businesses of all sizes throughout the US, Germany and Brazil. Headquartered in Monroe County, Paychex is proposing to expand operations in the Town of Henrietta. The \$51 million project will include the purchase of 5 buildings and the leasing 1 building, and includes renovating and equipping the properties. The company has more than 100 locations nationwide, and considered various out-of-state locations for this expansion. The project will impact 769 FTEs and is projected to create 375 new FTEs over the next three years. The applicant is seeking approval of a 20-year property tax abatement and a sales tax exemption. The job creation requirement is 77 FTE. The Benefit/Incentive ratio is 5.2:1.
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**PROJECT AMOUNT:**

\$51,604,000 – Lease/Leaseback with Abatement
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**JOBS: EXISTING:** 769 FTEs  
**NEW:** 375 FTEs  
**REQUIREMENT:** 77 FTEs

769	FTEs
375	FTEs
77	FTEs

**REAL PROPERTY TAXES:**  
**EXISTING:** \$8,574,141  
**WITH IMPROVEMENTS:** \$9,831,315

\$8,574,141
\$9,831,315

**PUBLIC HEARING DATE:**

September 18, 2017
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**BENEFIT TO INCENTIVE RATIO:**

5.2:1
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**SEQR:**

INTERNAL RENOVATIONS ONLY; SEQR PROCESS COMPLETE.
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**ELIGIBILITY:**

LOCAL TAX JURISDICTION SPONSORED PILOT
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**APPROVED PURPOSE:**

JOB CREATION
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# Board Report

Table 1: Basic Information

Project Applicant	Paychex
Project Name	Paychex - 2017
Project Industry	Administrative and Support Services
Municipality	Henrietta Town
School District	Rush-Henrietta
Type of Transaction	Lease
Project Cost	\$51,604,000
Employment at Application (Annual FTEs)	769
Direct Employment Expected to Result from Project (Annual FTEs)	375
Direct Employment Required for PILOT (Annual FTEs)	77

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

<b>Total State and Regional Benefits</b>	<b>\$18,187,938</b>	
<b>Total Project Incentives</b>	<b>\$3,470,241</b>	
<b>State and Regional Benefits to Incentives Ratio</b>	<b>5.2:1</b>	
<b>Projected Employment</b>	<b>State</b>	<b>Region</b>
<b>Total Employment</b>	<b>637</b>	<b>637</b>
Direct <sup>**</sup>	375	375
Indirect <sup>***</sup>	45	45
Induced <sup>****</sup>	97	97
Temporary Construction (Direct and Indirect)	119	119

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

<b>Total State and Regional Benefits</b>	<b>\$18,187,938</b>
Income Tax Revenue	\$9,136,485
Property Tax/PILOT Revenue	\$1,257,174
Sales Tax Revenue	\$7,406,898
IDA Fee	\$387,380

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

<b>Total Project Incentives</b>	<b>\$3,470,241</b>
Property Tax Above 485-b	\$2,542,841
Sales Tax	\$927,400

\* Figures over 20 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.

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