



Board Report

Table 1: Basic Information

Project Applicant	Ideal Manufacturing
Project Name	Ideal Manufacturing
Project Industry	Fabricated Metal Product Manufacturing
Municipality	Webster Town
School District	Webster
Type of Transaction	Tax Exemptions
Project Cost	\$318,314
Employment at Application (Annual FTEs)	44
Direct Employment Expected to Result from Project (Annual FTEs)	4
Direct Employment Required for PILOT (Annual FTEs)	4

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

Total State and Regional Benefits	\$272,934	
Total Project Incentives	\$25,465	
State and Regional Benefits to Incentives Ratio	10.7:1	
Projected Employment	State	Region
Total Employment	10	10
Direct ^{**}	4	4
Indirect ^{***}	1	1
Induced ^{****}	2	2
Temporary Construction (Direct and Indirect)	2	2

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

Total State and Regional Benefits	\$272,934
Income Tax Revenue	\$133,953
Property Tax/PILOT Revenue	\$54,086
Sales Tax Revenue	\$84,894

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

Total Project Incentives	\$25,465
Sales Tax	\$25,465

* 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.

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APPLICATION SUMMARY

DATE: November 21, 2017

APPLICANT: Ideal Manufacturing, Inc.
999 Picture Parkway
Webster, NY 14580

PROJECT SUMMARY: Ideal Manufacturing, Inc. (Ideal) is a manufacturer of high capacity helical piles and STELCOR drilled-in displacement micropiles for the construction industry. Ideal is proposing to convert 10,000 square feet of offices into manufacturing space, relocate offices, update restrooms and improve air filtration at their 63,000 square foot facility in the Town of Webster at a cost of \$250,000. Project purchases include \$311,000 of manufacturing equipment and \$68,314 of other taxable items. The \$629,314 project will impact 44 FTEs and is projected to create 4 new FTEs over the next three years. The company has been approved for a GreatRate on the equipment purchase through the Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus sales tax exemption on construction materials and other taxable items. The Benefit/Incentive ratio is 10.7:1

PROJECT AMOUNT: \$318,314 Sales Tax Exemption Only
\$311,000 Manufacturing Equipment Investment

SALES TAX EXEMPTION: \$25,465

JOBS: EXISTING:	44	FTEs
NEW:	4	FTEs
GREATRATE REQUIREMENT:	4	FTEs

BENEFIT TO INCENTIVE RATIO: 10.7:1

SEQR: Type II Action under SEQR Section 617.5

ELIGIBILITY: APPROVED GREATRATE/REBATE - EQUIPLUS ONLY

APPROVED PURPOSE: JOB CREATION



Board Report

Table 1: Basic Information

Project Applicant	Sirness Vending Nov 17
Project Name	Sirness Vending Nov17
Project Industry	Wholesale Trade
Type of Transaction	Tax Exemptions
Project Cost	\$739,871
Employment at Application (Annual FTEs)	41
Direct Employment Expected to Result from Project (Annual FTEs)	4
Direct Employment Required for PILOT (Annual FTEs)	4

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

Total State and Regional Benefits	\$181,519	
Total Project Incentives	\$59,190	
State and Regional Benefits to Incentives Ratio	3.1:1	
Projected Employment	State	Region
Total Employment	4	4
Direct ^{**}	4	4
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	\$181,519
Income Tax Revenue	\$119,348
Sales Tax Revenue	\$62,172

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

Total Project Incentives	\$59,190
Sales Tax	\$59,190

* 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.

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APPLICATION SUMMARY

DATE: November 21, 2017

APPLICANT: TDG d/b/a Sirness Vending Services
3595 Buffalo Road
Rochester, New York 14624

PROJECT SUMMARY: TDG d/b/a Sirness Vending Services (Sirness) is a vending and micro-market food service operation located in the Town of Gates. Sirness Vending has been supplying and stocking vending machines in the Rochester area since 1977. The company services more than 500 firms in Western, NY. Modern technology allows them to be notified when products are depleted or obsolete, so they can provide just-in-time service to their customers. As a result, the company is in the process of converting its fleet of trucks over to smaller, more efficient vehicles. Sirness plans on purchasing 14 Dodge Promaster 3500 refrigeration vans, and 1 Promaster City Service van. The \$739,871 project will create at least 4 FTEs, and will allow the business to continue to expand and become more efficient. Sirness is seeking a Sales Tax Exemption on the purchases. The Benefit/Incentive ratio is 3.1:1.

PROJECT AMOUNT: \$739,871– Sales Tax Exemptions Only (EquiPlus)

SALES TAX EXEMPTION: \$59,190

JOBS: EXISTING:	41	FTEs
NEW:	4	FTEs
GREATRATE REQUIREMENT:	4	FTEs

BENEFIT TO INCENTIVE RATIO: 3.1:1

SEQR: Type II Action under SEQR Section 617.5

ELIGIBILITY: APPROVED GREATRATE/REBATE - EQUIPLUS ONLY

APPROVED PURPOSE: JOB CREATION