



APPLICATION SUMMARY

DATE: December 18, 2018

APPLICANT: 32 Marway Circle, LLC
5905 Lake Rd. South
Brockport, NY 14420

TENANT & PROJECT LOCATION: GP Flooring
32 Marway Circle
Rochester, NY 14624

PROJECT SUMMARY: 32 Marway Circle is a real estate holding company for GP Flooring Solutions (GP). GP Flooring Solutions (GP) is a full-service commercial flooring contractor, certified Women Business Enterprise and authorized dealer on the NY State Floor-Covering contract. GP’s services include commercial flooring consultation, sales, installation and maintenance. GP currently rents their facility in the Town of Sweden, NY and needs to expand to accommodate growth. The Company is in the process of purchasing a facility in the Town of Gates. GP will be purchasing equipment for the new location along with furniture, fixtures and construction materials for interior renovations for a total project cost of \$1,366,975. The applicant requests sales and mortgage recording tax exemption on these purchases and projects to create 2 FTEs in Monroe County over the next year. The benefit to incentive ratio is 7.6:1

PROJECT AMOUNT: \$1,366,975 – Sales & Mortgage Tax Exemptions Only
EXEMPTIONS: \$ 35,101

JOBS: EXISTING:	20	FTEs
NEW:	6	FTEs
REQUIREMENT:	2	FTEs

BENEFIT TO INCENTIVE RATIO: 7.6 : 1

SEQR: TYPE II ACTION UNDER SEQR SECTION 617.5

ELIGIBILITY: REHABILITATION OF EXISTING COMMERCIAL BUILDING

APPROVED PURPOSE: JOB CREATION



Board Report

Table 1: Basic Information

Project Applicant	32 Marway Circle, LLC
Project Name	32 Marway Circle, LLC/GP Flooring Solutions
Project Industry	Construction
Type of Transaction	Tax Exemptions
Project Cost	\$1,366,975
Mortgage Amount	\$1,230,278
Employment at Application (Annual FTEs)	20
Direct Employment Expected to Result from Project (Annual FTEs)	6

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

Total State and Regional Benefits	\$266,572	
Total Project Incentives	\$35,101	
State and Regional Benefits to Incentives Ratio	7.6:1	
Projected Employment	State	Region
Total Employment	14	14
Direct**	6	6
Indirect***	2	2
Induced****	2	2
Temporary Construction (Direct and Indirect)	4	4

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

Total State and Regional Benefits	\$266,572
Income Tax Revenue	\$155,581
Property Tax/PILOT Revenue	\$0
Sales Tax Revenue	\$103,806
IDA Fee	\$7,185

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

Total Project Incentives	\$35,101
Mortgage Tax	\$9,227
Sales Tax	\$25,874

* 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: December 18, 2018

APPLICANT:

Pharos Systems International, Inc. 80 Linden Oaks, Suite 310 Rochester, NY 14625
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PROJECT ADDRESS:

4545 East River Road, West Henrietta, NY 14586

PROJECT SUMMARY:

Pharos Systems International, Inc. (Pharos), founded over 20 years ago, is a software development company in the print management space. Their products enable the customers to understand the true cost of print, implement tools and processes that reduce print resources and improve security of the printed page. One of Pharos developments, Sentry Print Services, centralizes print jobs in a cloud based queue. The print jobs are not released until the user is physically present at the device to authenticate the document, thus securing the document. The Company is proposing to lease 23,500 square feet at the Riverwood Tech Campus in the Town of Henrietta. The \$600,000 project will impact 67 FTEs and is projected to create 13 new FTEs over the next three years. The applicant is seeking approval of sales tax exemptions on equipment purchases. The Benefit/Incentive ratio is 17.1:1.
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PROJECT AMOUNT:

\$600,000 Sales Tax Exemptions Only

EXEMPTIONS:

\$ 48,000

JOBS: EXISTING:

67	FTEs
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NEW:

13	FTEs
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BENEFIT TO INCENTIVE RATIO:

17.1 : 1

SEQR:

TYPE II ACTION UNDER SEQR SECTION 617.5

ELIGIBILITY:

TECHNOLOGY-BASED PRODUCER SERVICE COMPANY

APPROVED PURPOSE:

JOB CREATION



Board Report

Table 1: Basic Information

Project Applicant	Pharos Systems International, Inc.
Project Name	Pharos to Riverwood
Project Industry	Professional, Scientific, and Technical Services
Type of Transaction	Tax Exemptions
Project Cost	\$600,000
Employment at Application (Annual FTEs)	67
Direct Employment Expected to Result from Project (Annual FTEs)	13
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	\$818,886	
Total Project Incentives	\$48,000	
State and Regional Benefits to Incentives Ratio	17.1:1	
Projected Employment	State	Region
Total Employment	25	25
Direct**	13	13
Indirect***	5	5
Induced****	8	8
Temporary Construction (Direct and Indirect)	0	0

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

Total State and Regional Benefits	\$818,886
Income Tax Revenue	\$509,574
Sales Tax Revenue	\$305,963
IDA Fee	\$3,350

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

Total Project Incentives	\$48,000
Sales Tax	\$48,000

* Figures over 10 years and discounted by 2%
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 *** 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: December 18, 2018

APPLICANT: OneStream Networks, LLC
500 Lee Road Suite 200
Rochester, NY 14606

PROJECT SUMMARY: OneStream Networks, LLC (OneStream), is a leading global managed communications service provider. The Company provides certified voice and data solutions such as global networks, cloud communication and managed security. OneStream serves customers seeking to create cost-savings, consolidation, vendor reduction and simplified management for single site, multi-site, and multi-national voice applications. To accommodate growth, OneStream plans to expand within their current leased location on Lee Road in the City of Rochester. Currently occupying 6,000 square feet, OneStream proposes to expand to approximately 20,000 square feet. OneStream will be purchasing \$250,000 of furniture, fixtures and technology equipment. The applicant requests the EquiPlus sales tax exemptions on these purchases and projects to create 10 FTEs over the next year. The job creation requirement is 2 FTEs. The project has been approved by Monroe County Industrial Development Corporation for the GreatRebate program. The benefit to incentive ratio is 56.2:1.

PROJECT AMOUNT: \$250,000 Sales Tax Exemptions Only

SALES TAX EXEMPTION: \$20,000

JOBS: EXISTING:	28	FTEs
NEW:	10	FTEs
GREATREBATE REQUIREMENT:	2	FTEs

BENEFIT TO INCENTIVE RATIO: 56.2:1

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	OneStream Networks, LLC
Project Name	OneStream Networks, LLC
Project Industry	Telecommunications
Type of Transaction	Tax Exemptions
Project Cost	\$250,000
Employment at Application (Annual FTEs)	28
Direct Employment Expected to Result from Project (Annual FTEs)	10

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

Total State and Regional Benefits	\$1,123,938	
Total Project Incentives	\$20,000	
State and Regional Benefits to Incentives Ratio	56.2:1	
Projected Employment	State	Region
Total Employment	34	34
Direct ^{**}	10	10
Indirect ^{***}	14	14
Induced ^{****}	10	10
Temporary Construction (Direct and Indirect)	0	0

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

Total State and Regional Benefits	\$1,123,938
Income Tax Revenue	\$708,172
Sales Tax Revenue	\$415,766

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

Total Project Incentives	\$20,000
Sales Tax	\$20,000

* Figures over 10 years and discounted by 2%

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APPLICATION FOR MODIFICATION SUMMARY

DATE: December 18, 2018

APPLICANT: OFD Foods, LLC
525 25th Avenue S. W.
Albany, Oregon 97322

TENANT & PROJECT LOCATION: 1000 Rush Henrietta Town Line Road
Rush, NY 14543

ORIGINAL APPROVAL DATE: July 18, 2017

MODIFICATION REQUEST: OFD Foods, LLC (OFD) is a manufacturer of freeze dried products headquartered in Oregon. OFD selected Monroe County for their east coast manufacturing facility. The project experienced additional costs due to additional land preparation requirements, process equipment enhancements, and additional infrastructure in preparation for future expansion. As well as delays in fabrication of pre-cast concrete and land prep. This request is for additional project costs of \$3.6 million. The revised benefit to incentive ratio is 2.9 : 1.

PROJECT AMOUNT	<u>ORIGINAL</u>	<u>REQUESTED</u>	<u>NEW TOTAL</u>
	\$20,445,000	\$3,600,000	\$24,045,000

EXEMPTIONS:	<u>ORIGINAL TOTAL</u>	<u>REQUESTED</u>	<u>NEW TOTAL</u>
SALES TAX EXEMPTIONS:	\$694,800	\$288,000	\$982,800
MORTGAGE RECORD TAX EXEMPTIONS	0	0	0
REAL PROPERTY TAX EXEMPTIONS	\$983,942	\$292,743	\$1,276,685
TOTAL EXEMPTIONS			

BENEFIT TO INCENTIVE RATIO:	<u>Original</u> 3.4 : 1	<u>Modified</u> 2.9 : 1
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Board Report

Table 1: Basic Information

Project Applicant	OFD Foods Manufacturing Facility
Project Name	OFD Foods
Project Description	Construct 42,000 Sq. Ft. Manufacturing Facility
Project Industry	Food Manufacturing
Municipality	Henrietta Town
School District	Rush-Henrietta
Type of Transaction	Lease
Project Cost	\$25,845,000
Employment at Application (Annual FTEs)	0
Direct Employment Expected to Result from Project (Annual FTEs)	30
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	\$7,008,191	
Total Project Incentives	\$2,405,856	
State and Regional Benefits to Incentives Ratio	2.9:1	
Projected Employment	State	Region
Total Employment	275	275
Direct ^{**}	30	30
Indirect ^{***}	30	30
Induced ^{****}	20	20
Temporary Construction (Direct and Indirect)	196	196

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

Total State and Regional Benefits	\$7,008,191
Income Tax Revenue	\$2,068,123
Property Tax/PILOT Revenue	\$3,426,371
Sales Tax Revenue	\$1,319,509
IDA Fee	\$194,188

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

Total Project Incentives	\$2,405,856
Property Tax Above 485-b	\$1,423,056
Sales Tax	\$982,800

* Figures over 14 years and discounted by 2%

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