



APPLICATION SUMMARY

DATE: May 21, 2019

APPLICANT:

390 East CBM, LLC 2580 Baird Rd. Penfield, NY 14526

TENANT & PROJECT LOCATION:

Courtyard By Marriott, East Ave. 390 East Ave. Rochester, NY 14607
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PROJECT SUMMARY:

390 East CBM LLC, (390 East) a real estate holding company, proposes the redevelopment of the current East Ave Inn which was constructed in 1957, at the corner of East Ave. and Alexander St. The proposed project will be to construct a 125 room Marriott Courtyard on 2.47 acres in the City of Rochester. The project will include 2,000 sq. ft. of meeting rooms, a business center, a restaurant area, as well as other amenities. Underground and surface parking areas will be available for approximately 160 cars. The project qualifies as it is in/contiguous to a distressed census tract. There is a PILOT on the property which will be terminated. The applicant is seeking approval of sale tax and mortgage recording tax exemption and a JobsPlus PILOT. The project will impact 18 FTEs and create an additional 18 FTEs. The benefit to incentive ratio is 2.1 : 1.

PROJECT AMOUNT:

\$22,000,000 /Leaseback with Abatement
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JOBS: EXISTING:

18	FTEs
18	FTEs
1	FTEs

NEW:

REQUIREMENT:

REAL PROPERTY TAXES:

EXISTING:

\$ 811,344 (TAXED IN FULL)

WITH IMPROVEMENTS:

\$ 4,122,464 (ABATEMENT APPLIES TO INCREASE ONLY)

PUBLIC HEARING DATE:

April 15, 2019

BENEFIT TO INCENTIVE RATIO:

2.1 : 1

SEQR:

REVIEWED AND PROCESS IS COMPLETE.

ELIGIBILITY:

NEW COMMERCIAL CONSTRUCTION WITH INCREASE TO THE TAX BASE

APPROVED PURPOSE:

JOB CREATION



Board Report

Table 1: Basic Information

Project Applicant	390 East CBM, LLC
Project Name	East Ave. Marriott
Project Industry	Accommodation
Municipality	Rochester City
School District	Rochester
Type of Transaction	Lease
Project Cost	\$22,000,000
Mortgage Amount	\$17,200,000
Employment at Application (Annual FTEs)	18
Direct Employment Expected to Result from Project (Annual FTEs)	18
Direct Employment Required for PILOT (Annual FTEs)	2

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

Total State and Regional Benefits	\$4,429,688	
Total Project Incentives	\$2,081,416	
State and Regional Benefits to Incentives Ratio	2.1:1	
Projected Employment	State	Region
Total Employment	175	175
Direct ^{**}	18	18
Indirect ^{***}	5	5
Induced ^{****}	6	6
Temporary Construction (Direct and Indirect)	146	146

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

Total State and Regional Benefits	\$4,429,688
Income Tax Revenue	\$551,630
Property Tax/PILOT Revenue	\$3,311,120
Sales Tax Revenue	\$401,588
IDA Fee	\$165,350

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

Total Project Incentives	\$2,081,416
Mortgage Tax	\$129,000
Property Tax Above 485-b	\$1,136,416
Sales Tax	\$816,000

* 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.



APPLICATION SUMMARY

DATE: May 21, 2019

APPLICANT:

1050 John Street LLC
P.O. Box 230
Henrietta, NY 14467

TENANT & PROJECT LOCATION:

Viavi Solutions Inc.
1050 John Street
West Henrietta, NY 14586

PROJECT SUMMARY:

1050 John Street LLC, a real estate holding company, proposes to construct a 30,000 square foot facility on 3.9 acres in the Town of Henrietta. The building will be the new Rochester office location for Viavi Solutions Inc. (Viavi). In October 2018, Viavi acquired RPC Photonics (RPC). Viavi produces high performance thin film optical coatings. The RPC Division manufactures optical components used for 3D sensing and other related applications. Viavi has a growth opportunity with RPC's proprietary solutions. The applicant is seeking approval of JobsPlus property tax abatement, sales and mortgage recording tax exemption on construction of the new building totaling \$4,550,000. Viavi Solutions Inc. as the tenant, seeks sales tax exemption on purchases of construction materials for a clean room, furniture, fixtures and equipment totaling \$3,050,000. The total project cost is \$7,850,000. The job creation requirement is 5 FTE over the next three years. The benefit to incentive ratio is 1.8 : 1.

PROJECT AMOUNT:

\$7,850,000 Lease/Leaseback with Abatement

JOBS: EXISTING:

44 FTEs

NEW:

10 FTEs

REQUIREMENT:

5 FTEs

REAL PROPERTY TAXES:

EXISTING:

\$ 50,757 (TAXED IN FULL)

WITH IMPROVEMENTS:

\$ 712,264 (ABATEMENT APPLIES TO INCREASE ONLY)

PUBLIC HEARING DATE:

May 14, 2019

BENEFIT TO INCENTIVE RATIO:

1.8 : 1

SEQR:

REVIEWED AND PROCESS IS COMPLETE.

ELIGIBILITY:

MANUFACTURER

APPROVED PURPOSE:

JOB CREATION



Board Report

Table 1: Basic Information

Project Applicant	1050 John St. - Viavi
Project Name	Viavi Solutions
Project Industry	Miscellaneous Manufacturing
Municipality	Henrietta Town
School District	Rush-Henrietta
Type of Transaction	Lease
Project Cost	\$7,850,000
Mortgage Amount	\$4,100,000
Employment at Application (Annual FTEs)	44
Direct Employment Expected to Result from Project (Annual FTEs)	10
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	\$2,023,977	
Total Project Incentives	\$1,144,447	
State and Regional Benefits to Incentives Ratio	1.8:1	
Projected Employment	State	Region
Total Employment	81	81
Direct**	10	10
Indirect***	4	4
Induced****	9	9
Temporary Construction (Direct and Indirect)	58	58

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

Total State and Regional Benefits	\$2,023,977
Income Tax Revenue	\$867,483
Property Tax/PILOT Revenue	\$661,506
Sales Tax Revenue	\$435,762
IDA Fee	\$59,225

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

Total Project Incentives	\$1,144,447
Mortgage Tax	\$30,750
Property Tax Above 485-b	\$663,297
Sales Tax	\$450,400

* Figures over 10 years and discounted by 2%

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APPLICATION SUMMARY

DATE: May 21, 2019

APPLICANT: Van Hook Service Co., Inc.
76 Seneca Avenue
Rochester, New York 14621

PROJECT SUMMARY: Van Hook Service Co., Inc. (VH), founded in 1973, provides industrial, commercial and public sector refrigeration and air conditioning services. VH is proposing to purchase up to eight fleet vehicles, cargo vans equipped for technicians at work sites. VH currently employs 83 FTEs and expects to create 4 new full-time positions, over the next year, to meet demand. VH has been approved for the GreatRate program through Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus program for purchases of \$286,453. The Benefit/Incentive ratio is 7.2:1

PROJECT AMOUNT: \$286,453 – Sales Tax Exemptions Only

SALES TAX EXEMPTION: \$22,916

JOBS: EXISTING:	83	FTEs
NEW:	4	FTEs
GREATRATE REQUIREMENT:	4	FTEs

BENEFIT TO INCENTIVE RATIO: 7.2:1

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	Van Hook Service Co, Inc.
Project Name	Van Hook - 2019
Project Industry	Construction
Municipality	Rochester City
School District	Rochester
Type of Transaction	Tax Exemptions
Project Cost	\$286,453
Employment at Application (Annual FTEs)	83
Direct Employment Expected to Result from Project (Annual FTEs)	4
Direct Employment Required for PILOT (Annual FTEs)	8

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

Total State and Regional Benefits	\$165,150	
Total Project Incentives	\$22,916	
State and Regional Benefits to Incentives Ratio	7.2:1	
Projected Employment	State	Region
Total Employment	7	7
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	\$165,150
Income Tax Revenue	\$99,060
Sales Tax Revenue	\$66,090

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

Total Project Incentives	\$22,916
Sales Tax	\$22,916

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APPLICATION SUMMARY

DATE: May 21, 2019

APPLICANT: Empire Medicinals, Inc. d/b/a Leep Foods
125 Tech Park Dr., Suite 2104
Rochester, New York 14623

PROJECT LOCATION: 1861 Scottsville Road
Rochester, New York 14623

PROJECT SUMMARY: Empire Medicinals, Inc. d/b/a Leep Foods (Leep Foods), founded in 2015, provides high-quality, organic, sustainable mushrooms via wholesale contracts. Leep Foods is leasing additional production space from Genesee Valley Regional Market Authority in the Town of Chili. The company is proposing to purchase a humidification system, specialized HVAC, boiler, racking, tipper truck, and a hoop house to meet current demand. Leep Foods currently employs 2.5 FTEs and expects to create 2 new full-time positions over the next year. Leep Foods has been approved for the GreatRebate program through the Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus program on purchases of \$89,984. The Benefit/Incentive ratio is 19.6:1

PROJECT AMOUNT: \$89,984 – Sales Tax Exemptions Only

SALES TAX EXEMPTION: \$7,199

JOBS: EXISTING:	2.5	FTEs
NEW:	2	FTEs
GREATREBATE REQUIREMENT:	2	FTEs

BENEFIT TO INCENTIVE RATIO: 19.6:1

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	Leep Foods - May 2019
Project Name	Leep Foods - Equiplus
Project Industry	Food Manufacturing
Municipality	Chili Town
School District	Wheatland-Chili
Type of Transaction	Tax Exemptions
Project Cost	\$89,984
Employment at Application (Annual FTEs)	3
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	\$140,845	
Total Project Incentives	\$7,199	
State and Regional Benefits to Incentives Ratio	19.6:1	
Projected Employment	State	Region
Total Employment	5	5
Direct**	2	2
Indirect***	2	2
Induced****	1	1
Temporary Construction (Direct and Indirect)	0	0

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

Total State and Regional Benefits	\$140,845
Income Tax Revenue	\$86,258
Sales Tax Revenue	\$54,587

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

Total Project Incentives	\$7,199
Sales Tax	\$7,199

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APPLICATION SUMMARY

DATE: May 21, 2019

APPLICANT: Security Risk Advisors, Inc.
155 Culver Rd, Suite 210
Rochester, NY 14620

PROJECT SUMMARY: Security Risk Advisors (SRA) based in Philadelphia, PA provides customized cybersecurity solutions to Fortune 1,000 companies globally. SRA performs threat assessments, and creates customized security with 24/7/365 monitoring of cyber activity with interactive offensive and defensive systems. SRA considered various states for a second location, ultimately selecting Monroe County. SRA has been approved for the GreatRebate program through Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus program on equipment and furniture purchases of \$100,000. The job requirement is 2, this phase of the project may create as many as 10 jobs. The Benefit/Incentive ratio is 18.4 :1

PROJECT AMOUNT: \$100,000 Sales Tax Exemptions Only

SALES TAX EXEMPTION: \$8,000

JOBS: EXISTING:	5	FTEs
NEW:	2	FTEs
GREATREBATE REQUIREMENT:	2	FTEs

BENEFIT TO INCENTIVE RATIO: 18.4 : 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	Security Risk Advisors, Inc.
Project Name	SRA May 2019
Project Industry	Other Information Services
Type of Transaction	Tax Exemptions
Project Cost	\$100,000
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	\$147,060	
Total Project Incentives	\$8,000	
State and Regional Benefits to Incentives Ratio	18.4:1	
Projected Employment	State	Region
Total Employment	6	6
Direct ^{**}	2	2
Indirect ^{***}	3	3
Induced ^{****}	1	1
Temporary Construction (Direct and Indirect)	0	0

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

Total State and Regional Benefits	\$147,060
Income Tax Revenue	\$89,200
Sales Tax Revenue	\$57,860

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

Total Project Incentives	\$8,000
Sales Tax	\$8,000

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