

APPLICATION SUMMARY

DATE: February 18, 2014


APPLICANT:

PGR LLC and JCS Controls, Inc. 460 Buffalo Road Rochester, New York 14611

PROJECT ADDRESS:

172 Metro Park Rochester, New York 14623

PROJECT SUMMARY:

 <p>PGR LLC is proposing to renovate, furnish and equip an existing 18,410 square foot building on approximately 3 acres in the Town of Brighton. The property will be leased to a related entity, JCS Controls Inc. Founded in 1988, JCS specializes in process and control system design and implementation, primarily within the Food and Beverage industries. The \$450,000 project will impact 21 FTEs and is projected to create 4 new FTEs over the next three years. The applicants are seeking approval of sales tax exemptions only.</p>
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PROJECT AMOUNT:

\$450,000– Sales Tax Exemptions Only

SALES TAX EXEMPTIONS:

\$12,485

JOBS:
EXISTING:

21 FTEs

NEW:

4 FTEs

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 19.9:1. The project is equipment and internal renovations only and therefore exempt from SEQR.



Board Report

Table 1: Basic Information

Project Applicant	PGR LLC
Project Name	JCS Controls Inc.
Project Industry	Professional, Scientific, and Technical Services
Municipality	Brighton Town
School District	Brighton
Type of Transaction	Tax Exemptions
Project Cost	\$390,060
Employment at Application (Annual FTEs)	21
Direct Employment Expected to Result from Project (Annual FTEs)	4

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

Total State and Regional Benefits	\$248,768	
Total Project Incentives	\$12,485	
State and Regional Benefits to Incentives Ratio	19.9:1	
Projected Employment	State	Region
Total Employment	12	12
Direct ^{**}	4	4
Indirect ^{***}	1	1
Induced ^{****}	2	2
Temporary Construction (Direct and Indirect)	4	4

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

Total State and Regional Benefits	\$248,768
Income Tax Revenue	\$153,746
Sales Tax Revenue	\$92,721
IDA Fee	\$2,300

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

Total Project Incentives	\$12,485
Sales Tax	\$12,485

* 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: February 18, 2014

APPLICANT:

1275 John Street LLC
PO Box 230
Henrietta, New York 14467

TENANT & PROJECT ADDRESS:

Retrotech Inc.
1275 John Street
West Henrietta, New York 14586

PROJECT SUMMARY:



1275 John Street LLC, a LeFrois real estate development company, is proposing to construct an 88,500 square foot building on 8.9 acres in the Town of Henrietta. Approximately 41,000 square feet will be occupied by Retrotech Inc. which specializes in the design, installation, modernization, and support of automated pallet, case and piece pick material handling systems. In 2013, Retrotech established new business strategies and expanded its capabilities and has experienced significant growth, outgrowing its current location in size, functionality and image. Retrotech also considered relocating to Chicago. The \$8,870,000 project will impact 87 FTEs and is projected to create 21 new FTEs over the next three years. The applicant is seeking approval of the JobsPlus program. The job creation requirement is 9 FTEs. Tenant is seeking sales tax exemption on \$660,000 to furnish and equip the new location. Empire State Development is offering \$500,000 in incentives to this project.

PROJECT AMOUNT:

APPLICANT:

TENANT:

\$8,870,000 – Lease/Leaseback with JobsPlus
\$ 660,000 – Sales Tax Exemptions Only

JOBS:

EXISTING:

NEW:

REQUIREMENT:

87 FTEs
21 FTEs
9 FTEs

PUBLIC HEARING DATE:

February 14, 2014

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 4.5:1. The net increase in property taxes or PILOTS paid is approximately \$945,259 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	1275 John Street LLC
Project Name	Retrotech Inc.
Project Industry	Machinery Manufacturing
Municipality	Henrietta Town
School District	Rush-Henrietta
Type of Transaction	Lease
Project Cost	\$9,530,000
Mortgage Amount	\$7,100,000
Employment at Application (Annual FTEs)	87
Direct Employment Expected to Result from Project (Annual FTEs)	21
Direct Employment Required for PILOT (Annual FTEs)	9

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

Total State and Regional Benefits	\$3,163,612	
Total Project Incentives	\$710,273	
State and Regional Benefits to Incentives Ratio	4.5:1	
Projected Employment	State	Region
Total Employment	129	129
Direct**	21	21
Indirect***	15	15
Induced****	18	18
Temporary Construction (Direct and Indirect)	75	75

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

Total State and Regional Benefits	\$3,163,612
Income Tax Revenue	\$1,366,958
Property Tax/PILOT Revenue	\$945,259
Sales Tax Revenue	\$779,570
IDA Fee	\$71,825

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

Total Project Incentives	\$710,273
Mortgage Tax	\$71,000
Property Tax Above 485-b	\$342,633
Sales Tax	\$296,640

* Figures over 10 years and discounted by 3.49%

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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: February 18, 2014

APPLICANT:

Rochester Local Capital LLC
125 Douglas Road
Rochester, New York 14610

TENANT & PROJECT ADDRESS:

Hart's East End LLC
10 Winthrop Street
Rochester, New York 14607

PROJECT SUMMARY:



Rochester Local Capital LLC, a local real estate company, is proposing the acquisition, renovation and equipping of an existing commercial building in the City of Rochester. The 42,440 square foot building, which was constructed in 1930 and until recently housed Craig Autometrics, will operate as a full service grocery store, Hart's Local Grocers. The \$3,609,000 project is projected to create 64 new FTEs over the next three years. The applicant is seeking approval of the JobsPlus program. The job creation requirement is 1 FTEs. Tenant is seeking sales tax exemption on furnishings, fixtures and equipment.

PROJECT AMOUNT:

APPLICANT:
TENANT:

\$2,979,000 – Lease/Leaseback with JobsPlus
\$ 630,000 – Sales Tax Exemptions Only

JOBS:

EXISTING:
NEW:
REQUIREMENT:

3 FTEs
58 FTEs
1 FTEs

PUBLIC HEARING DATE:

February 18, 2014

RECOMMENDATION:

Staff recommends Board approval of incentives for this project based on the following: A project qualifies as it provides needed goods and services to an underserved neighborhood. The project has a benefit /incentive ratio of 3.8:1. The net increase in property taxes or PILOTS paid is approximately \$128,187 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	Rochester Local Capital LLC
Project Name	Hart's East End LLC
Project Industry	Food and Beverage Stores
Municipality	Rochester City
School District	Rochester
Type of Transaction	Lease
Project Cost	\$3,609,000
Mortgage Amount	\$2,409,000
Employment at Application (Annual FTEs)	3
Direct Employment Expected to Result from Project (Annual FTEs)	58
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	\$549,806	
Total Project Incentives	\$145,243	
State and Regional Benefits to Incentives Ratio	3.8:1	
Projected Employment	State	Region
Total Employment	65	65
Direct ^{**}	58	58
Indirect ^{***}	0	0
Induced ^{****}	0	0
Temporary Construction (Direct and Indirect)	7	7

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

Total State and Regional Benefits	\$549,806
Income Tax Revenue	\$110,721
Property Tax/PILOT Revenue	\$128,187
Sales Tax Revenue	\$283,481
IDA Fee	\$27,418

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

Total Project Incentives	\$145,243
Mortgage Tax	\$24,090
Property Tax Above 485-b	\$46,465
Sales Tax	\$74,688

* Figures over 10 years and discounted by 3.49%

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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: February 18, 2014

APPLICANT: consilium1, LLC
350 Linden Oaks
Rochester, New York 14625

PROJECT ADDRESS: 155 CULVER ROAD
ROCHESTER, NEW YORK 14620

PROJECT SUMMARY:

consilium1, LLC, founded in 1996, is a specialized information technology consulting services company. To accommodate its growing cloud computing and related IT services business, consilium1 plans to move its corporate headquarters to the Culver Road Armory in the City of Rochester. This new 10,000 square foot location will house company senior management, shared services operations, regional cloud services sales and engineering personnel. consilium1 is proposing the purchase of \$60,000 of office equipment and security systems for the new location. consilium1 currently employs 34 FTEs and expects to create 10 new full-time positions. consilium1 has been approved for the GreatRebate program through Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus program.



PROJECT AMOUNT: \$60,000– Sales Tax Exemptions Only

SALES TAX EXEMPTION: \$4,800

JOBS:

EXISTING:	34 FTEs
NEW:	10 FTEs
GREATREBATE REQUIREMENT:	1 FTEs

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 122.8:1. The project is equipment only and therefore exempt from SEQR.



Board Report

Table 1: Basic Information

Project Applicant	consilium1, LLC
Project Name	Equipment
Project Industry	Professional, Scientific, and Technical Services
Municipality	Rochester City
School District	Rochester
Type of Transaction	Tax Exemptions
Project Cost	\$60,000
Employment at Application (Annual FTEs)	34
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	\$589,606	
Total Project Incentives	\$4,800	
State and Regional Benefits to Incentives Ratio	122.8:1	
Projected Employment	State	Region
Total Employment	19	19
Direct ^{**}	10	10
Indirect ^{***}	4	4
Induced ^{****}	6	6
Temporary Construction (Direct and Indirect)	0	0

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

Total State and Regional Benefits	\$589,606
Income Tax Revenue	\$368,405
Sales Tax Revenue	\$221,201

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

Total Project Incentives	\$4,800
Sales Tax	\$4,800

* Figures over 10 years and discounted by 3.49%

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