

APPLICATION SUMMARY

DATE: August 19, 2014

APPLICANT: Unither U.S. Corp.
755 Jefferson Road
Rochester, New York 14623

PROJECT SUMMARY:



UNITHER Pharmaceuticals, headquartered in France, is one of the world's leading contract manufacturers of sterile unit dose preparations. In 2013, Unither's wholly owned subsidiary, Unither U.S. Corp. (UUSC), acquired the 575,000 square foot former UCB Pharma manufacturing facility in the Town of Henrietta, retaining 250 employees.

UUSC is now proposing to invest \$15.7 Million in equipment and build out of 6,500 square feet of manufacturing space to accommodate additional product lines. The project will impact 262 FTEs and is projected to create 22 new FTEs over the next three years. The applicant is seeking approval of sales tax exemption only on build out costs of \$2,865,000. The Benefit/Incentive ratio is 19.3:1. The project has received the support of New York State.

PROJECT AMOUNT: \$15,726,000 – Sales Tax Exemption Only
EXEMPTIONS: \$115,600

JOBS: EXISTING: 262 | FTEs
NEW: 22 | FTEs

PUBLIC HEARING DATE: August 18, 2014

BENEFIT TO INCENTIVE RATIO: 19.3 : 1

SEQR: Reviewed and process is complete.

ELIGIBILITY: MANUFACTURER

APPROVED PURPOSE: JOB CREATION

RECOMMEND APPROVAL: _____
Executive Director



Board Report

Table 1: Basic Information

Project Applicant	Unither U. S. Corp.
Project Name	Equipment/Buildout
Project Industry	Chemical Manufacturing
Municipality	Henrietta Town
School District	Rush-Henrietta
Type of Transaction	Tax Exemptions
Project Cost	\$15,726,000
Employment at Application (Annual FTEs)	262
Direct Employment Expected to Result from Project (Annual FTEs)	22

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

Total State and Regional Benefits	\$2,236,321	
Total Project Incentives	\$115,600	
State and Regional Benefits to Incentives Ratio	19.3:1	
Projected Employment	State	Region
Total Employment	100	100
Direct ^{**}	22	22
Indirect ^{***}	24	24
Induced ^{****}	26	26
Temporary Construction (Direct and Indirect)	28	28

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

Total State and Regional Benefits	\$2,236,321
Income Tax Revenue	\$1,388,828
Sales Tax Revenue	\$833,168
IDA Fee	\$14,325

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

Total Project Incentives	\$115,600
Sales Tax	\$115,600

* 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: August 19, 2014

APPLICANT: Conifer Realty LLC
183 East Main Street
Rochester, New York 14604

PROJECT ADDRESS: Gleason Business Park
1000 University Avenue
Rochester, NY 14607

PROJECT SUMMARY: Conifer Realty LLC (CR), founded in Rochester in 1975, is a full service real estate company specializing in the development and management of affordable housing communities. CR concentrates its business in New York, New Jersey, Maryland and Pennsylvania, and currently owns and manages over 13,000 apartment units throughout these regions. CR has outgrown its current location and will be relocating to the Gleason Business Center in the City of Rochester. CR will invest \$1.2 million in leasehold improvements (\$941,668) and FFE (\$336,133). The new 20,000 square foot location will accommodate as many as 30 additional employees. CR currently employs 168 FTEs and expects to create 4 new full-time positions within the next two years. CR has been approved for the GreatRebate program through Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus program. The Benefit/Incentive ratio is 2.6:1.



PROJECT AMOUNT: \$1,277,821– Sales Tax Exemptions Only

SALES TAX EXEMPTION: \$ 64,558

JOBS: EXISTING:	168	FTEs
NEW:	4	FTEs
GREATREBATE REQUIREMENT:	4	FTEs

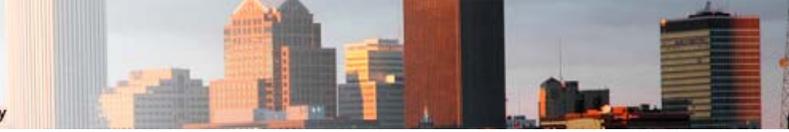
BENEFIT TO INCENTIVE RATIO: 2.6 : 1

SEQR: Project is exempt from SEQR.

ELIGIBILITY: APPROVED GREATRATE/REBATE - EQUIPLUS ONLY

APPROVED PURPOSE: JOB CREATION

RECOMMEND APPROVAL: _____
Executive Director



Board Report

Table 1: Basic Information

Project Applicant	Conifer Realty LLC
Project Name	Relocation
Project Industry	Real Estate
Municipality	Rochester City
School District	Rochester
Type of Transaction	Tax Exemptions
Project Cost	\$1,277,821
Employment at Application (Annual FTEs)	168
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	\$169,847	
Total Project Incentives	\$64,558	
State and Regional Benefits to Incentives Ratio	2.6:1	
Projected Employment	State	Region
Total Employment	18	18
Direct ^{**}	4	4
Indirect ^{***}	3	3
Induced ^{****}	2	2
Temporary Construction (Direct and Indirect)	9	9

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

Total State and Regional Benefits	\$169,847
Income Tax Revenue	\$93,655
Sales Tax Revenue	\$76,192

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

Total Project Incentives	\$64,558
Sales Tax	\$64,558

* 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: August 19, 2014

APPLICANT: One Mt. Hope LLC
275 Lake Avenue
Rochester, New York 14608

TENANT & PROJECT ADDRESS: Bivona Child Advocacy Center
One Mt. Hope Avenue
Rochester, New York 14620

PROJECT SUMMARY:



One Mt. Hope LLC, (1MH) a real estate holding company, is proposing the renovation of an approximately 35,000 square foot building on 1.75 acres at One Mt. Hope Avenue in the City of Rochester. The building is leased by a related entity, Bivona Child Advocacy Center (BCAC). Established in 2004, BCAC provides services and support to child victims of abuse. In its ten year history BCAC has helped 12,000 children. The Mt. Hope location offers improved client accessibility, proximity to downtown law enforcement agencies and Golisano Children’s Hospital. The building and grounds are severely deteriorated. The \$4.8 Million project includes a new roof, historical restoration of the parapet, significant interior reconfiguration and major systems upgrades. In order to make the project financially viable, a portion of the equity will be raised through the syndication of the NYS and Federal Historic tax credits. This necessitates the creation of a for-profit entity, 1MH, which will own and renovate the property. The project will impact 11 FTEs and is projected to create 3 new FTEs over the next three years. The City of Rochester has asked COMIDA to provide a custom abatement. The Benefit/Incentive ratio is 1:1.

PROJECT AMOUNT: \$4,776,739 – Lease/Leaseback with custom abatement

JOBS: EXISTING:	11	FTEs
NEW:	3	FTEs

PUBLIC HEARING DATE: August 19, 2014

BENEFIT TO INCENTIVE RATIO: 1: 1

SEQR: REVIEWED AND PROCESS IS COMPLETE.

ELIGIBILITY: LOCAL TAX JURISDICTION SPONSORED PILOT

APPROVED PURPOSE: QUALITY OF LIFE

RECOMMEND APPROVAL: _____
Executive Director



Board Report

Table 1: Basic Information

Project Applicant	One Mt. Hope LLC
Project Name	Bivona Child Advocacy Center
Project Industry	Social Assistance
Municipality	Rochester City
School District	Rochester
Type of Transaction	Lease
Project Cost	\$4,776,739
Mortgage Amount	\$2,000,000
Employment at Application (Annual FTEs)	11
Direct Employment Expected to Result from Project (Annual FTEs)	3

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

Total State and Regional Benefits	\$134,166	
Total Project Incentives	\$135,891	
State and Regional Benefits to Incentives Ratio	1:1	
Projected Employment	State	Region
Total Employment	32	32
Direct ^{**}	3	3
Indirect ^{***}	0	0
Induced ^{****}	0	0
Temporary Construction (Direct and Indirect)	28	28

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

Total State and Regional Benefits	\$134,166
Income Tax Revenue	\$60,743
Sales Tax Revenue	\$49,189
IDA Fee	\$24,234

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

Total Project Incentives	\$135,891
Mortgage Tax	\$20,000
Sales Tax	\$115,891

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APPLICATION SUMMARY

DATE: August 19, 2014

APPLICANT:

Collecto Inc. dba EOS CCA
300 Canal View Boulevard
Rochester, New York 14623

PROJECT SUMMARY:



Collecto Inc. dba EOS CCA (EOS), an accounts receivable management company, is proposing to consolidate several healthcare billing and collection centers to their current 15,000 square foot office in the Town of Brighton. EOS will lease an additional 5,000 square feet and purchase \$150,000 in equipment and furnishings. EOS currently employs 128 FTEs and expects to create 30 new full-time positions. EOS has been approved for the GreatRebate program through Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus program. The Benefit/Incentive ratio is 3.7:1.

PROJECT AMOUNT:

\$150,000– Sales Tax Exemptions Only

SALES TAX EXEMPTION:

\$ 12,000

JOBS: EXISTING:

128 FTEs

NEW:

30 FTEs

**GREATREBATE
REQUIREMENT:**

2 FTEs

**BENEFIT TO INCENTIVE
RATIO:**

3.7 : 1

SEQR:

Project is exempt from SEQR.

ELIGIBILITY:

APPROVED GREATRATE/REBATE - EQUIPLUS ONLY

APPROVED PURPOSE:

JOB CREATION

RECOMMEND APPROVAL:

Executive Director



Board Report

Table 1: Basic Information

Project Applicant	Collecto Inc. dba EOS CCA
Project Name	2014 EquiPlus
Project Industry	Administrative and Support Services
Municipality	Brighton Town
School District	Brighton
Type of Transaction	Tax Exemptions
Project Cost	\$150,000
Employment at Application (Annual FTEs)	128
Direct Employment Expected to Result from Project (Annual FTEs)	2

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

Total State and Regional Benefits	\$44,652	
Total Project Incentives	\$12,000	
State and Regional Benefits to Incentives Ratio	3.7:1	
Projected Employment	State	Region
Total Employment	3	3
Direct ^{**}	2	2
Indirect ^{***}	0	0
Induced ^{****}	1	1
Temporary Construction (Direct and Indirect)	0	0

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

Total State and Regional Benefits	\$44,652
Income Tax Revenue	\$24,617
Sales Tax Revenue	\$20,035

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

Total Project Incentives	\$12,000
Sales Tax	\$12,000

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