



APPLICATION SUMMARY

DATE: September 18, 2012

APPLICANT:

Alexander Properties of Rochester LLC
1 S. Washington Street
Rochester, New York 14614

TENANT/PROJECT ADDRESS:

Buckingham Properties LLC
259 Alexander Street
Rochester, New York 14607

PROJECT SUMMARY:

Alexander Properties of Rochester LLC (APR) is proposing to renovate and equip an existing commercial building at 259 Alexander Street in the City of Rochester. The renovated space will be occupied by a related entity, Buckingham Properties LLC (BP) a real estate development and management company. This \$680,000 project will accommodate continued growth at Buckingham and is projected to create 4 new FTEs within three years. BP is seeking sales tax exemption on equipment, furniture and fixtures for their new location. APR seeks approval of the JobsPlus property tax abatement. The job creation requirement is 4.

PROJECT AMOUNT:

\$665,000 - Lease/leaseback with JobsPlus
\$ 15,000 – Sales Tax Exemptions Only – Buckingham Properties

JOBS:

IMPACTED

38 FTEs

NEW

4 FTEs

JOBSPLUS REQUIREMENT

4 FTEs

PROPERTY TAX ABATEMENT:

JobsPlus

RECOMMENDATION:

Staff recommends Board approval of this proposal based on the following: A project qualifies if it results in the creation or retention of jobs in Monroe County. The project has a benefit/cost ratio of 14.9 to 1. Project is internal renovations only and is therefore exempt from the SEQR process.



Board Presentation

Basic Information

| | |
|---|---------------------------------------|
| Project Applicant | Alexander Properties of Rochester LLC |
| Project Title/Description | 259 Alexander Renovation |
| Project Industry | Real Estate (NAICS 531) |
| Municipality | Rochester |
| School District | Rochester City |
| Project Type | Renovation |
| Transaction Type | Lease Leaseback |
| Project Cost | \$680,000 |
| Mortgage Amount | \$650,000 |
| Employment at Application (Annual FTEs) | 38 |
| Projected Direct Employment Expected to Result from Project (Annual FTEs) | 4 |
| Jobs to be Required by PILOT | 4 |

Estimated Community Benefits

| | |
|---|--------------------|
| Discounted Present Value for 10 years | |
| Total State & Local Benefits | \$1,254,319 |
| Sales Tax | \$340,954 |
| Income Tax | \$758,290 |
| PILOT/Prop Tax | \$149,625 |
| Transaction Costs | \$5,450 |

Estimated Applicant Incentives

| | |
|---------------------------------------|-----------------|
| Discounted Present Value for 10 years | |
| Total Incentives | \$83,943 |
| Property Tax (over 485-b) | \$54,483 |
| Sales Tax | \$22,960 |
| Mortgage Tax | \$6,500 |

Incentive/Benefit Analysis

| | |
|--|-------------|
| Discounted Present Value for 10 years | |
| Total State & Local Benefits | \$1,254,319 |
| Total Incentives | \$83,943 |
| State & Local Benefits to Incentives Ratio | 14.9 to 1 |
| Projected Permanent New Employment (Annual FTEs) | |
| Direct* | 4 |
| Indirect** | 5 |
| Induced*** | 9 |
| Temporary Construction (Direct and Indirect) | 6 |

* **Direct** – The recipient of COMIDA assistance adds jobs new to the regional economy 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 projects) do not fall under this definition.

** **Indirect** – The recipient of COMIDA 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 COMIDA assistance, by adding to payroll – either through new jobs or retention of jobs at risk – stimulates household spending that is new to the regional economy or saved from being lost to competitors outside the region.



APPLICATION SUMMARY

DATE: September 18, 2012

APPLICANT:

eHealth Global Technologies
140 Allens Creek Road
Rochester, NY 14618

PROJECT SUMMARY:

eHealth Global Technologies (eHealth) is a medical record retrieval and electronic delivery service provider located at 140 Allens Creek in the Town of Brighton. eHealth securely and quickly shares patient medical records in a manner that is compliant with HIPAA standards and federal regulations. eHealth currently shares over 4 million patient exams and 100 million images annually through its eHealth Image Exchange Service, used by 10 Health Information Exchanges (HIEs). eHealth will be investing \$360,000 to expand their data center in order to accommodate the growth in this line of business. eHealth has been approved for the GreatRebate program through Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus program.

NOTE: eHealth received a EquiPlus in February 2011 and had 31 employees at that time.

PROJECT AMOUNT:

\$360,000 EquiPlus

JOBS:

EXISTING

70

NEW

4

GREATREBATE REQUIREMENT

4

SALES TAX EXEMPTION:

\$28,800

RECOMMENDATION:

Staff recommends approval of this proposal due to the following: The company qualifies for the GreatRebate program and projects creation of 4 FTE. The benefit/cost ratio is 39.8 to 1. The project encompasses the purchase of equipment only and is exempt from the SEQOR process.



Board Presentation

Basic Information

| | |
|---|---|
| Project Applicant | eHealth Global EquiPlus |
| Project Title/Description | equipment purchase |
| Project Industry | Professional, Scientific, and Technical Services (NAICS 54) |
| Municipality | Brighton |
| School District | Brighton |
| Project Type | Equipment Purchase |
| Transaction Type | Lease Leaseback |
| Project Cost | \$360,000 |
| Employment at Application (Annual FTEs) | 70 |
| Projected Direct Employment Expected to Result from Project (Annual FTEs) | 4 |

Estimated Community Benefits

| | |
|---|--------------------|
| Discounted Present Value for 10 years | |
| Total State & Local Benefits | \$1,146,475 |
| Sales Tax | \$429,954 |
| Income Tax | \$716,171 |
| PILOT/Prop Tax | \$0 |
| Transaction Costs | \$350 |

Estimated Applicant Incentives

| | |
|---------------------------------------|-----------------|
| Discounted Present Value for 10 years | |
| Total Incentives | \$28,800 |
| Property Tax (over 485-b) | \$0 |
| Sales Tax | \$28,800 |

Incentive/Benefit Analysis

| | |
|--|-------------|
| Discounted Present Value for 10 years | |
| Total State & Local Benefits | \$1,146,475 |
| Total Incentives | \$28,800 |
| State & Local Benefits to Incentives Ratio | 39.8 to 1 |
| Projected Permanent New Employment (Annual FTEs) | |
| Direct* | 4 |
| Indirect** | 23 |
| Induced*** | 12 |
| Temporary Construction (Direct and Indirect) | 0 |

* **Direct** – The recipient of COMIDA assistance adds jobs new to the regional economy 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 projects) do not fall under this definition.

** **Indirect** – The recipient of COMIDA 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 COMIDA assistance, by adding to payroll – either through new jobs or retention of jobs at risk – stimulates household spending that is new to the regional economy or saved from being lost to competitors outside the region.



APPLICATION SUMMARY

DATE: September 18, 2012

APPLICANT:

Kingsbury Corporation
80 High Tech Drive
Rush, NY 14543

Address of Manufacturing location: 1600 Lexington
Rochester NY

PROJECT SUMMARY:

Kingsbury Corporation was recently purchased by Optimization Technology and moved from New Hampshire to Rochester. Kingsbury is a world leader in the design and manufacture of quality special purpose high production metal cutting, assembly equipment, machining centers. Kingsbury was in Chapter 7 bankruptcy and about to liquidate. Optimization saw synergy with their existing business and purchased and moved over \$2 million in manufacturing equipment to Rochester. In addition, Kingsbury will be investing over \$4 million improvements to 1600 Lexington. Between the 2 operations, over 360,000 square feet of vacant former Kodak warehouse is being leased. NYS has offered over \$1.2 million in Excelsior credits. Kingsbury Corporation has been approved for GreatRate through MCIDC.
NOTE: To date 35 jobs have been created and 115 are projected over 3 years.

PROJECT AMOUNT:

\$4,000,000 (sales tax only on renovations)

JOBS:

EXISTING

35

NEW

115

GREATREBATE REQUIREMENT

4

SALES TAX EXEMPTION:

\$128,000

RECOMMENDATION:

Staff recommends approval of this proposal due to the following: The company qualifies for the GreatRate program, is a new manufacturer to NYS and Monroe County and projects creation of 4 FTE. The benefit/cost ratio is 130 to 1. The project encompasses the internal renovations only and is exempt from the SEQR process.



Board Presentation

Basic Information

| | |
|---|---|
| Project Applicant | Kingsbury Corporation |
| Project Title/Description | Expansion |
| Project Industry | Machinery Manufacturing (NAICS 333) |
| Municipality | Greece |
| School District | Greece |
| Project Type | Renovation, Expansion, and Equipment Purchase |
| Transaction Type | Lease Leaseback |
| Project Cost | \$4,000,000 |
| Employment at Application (Annual FTEs) | 35 |
| Projected Direct Employment Expected to Result from Project (Annual FTEs) | 115 |

Estimated Community Benefits

| | |
|---|---------------------|
| Discounted Present Value for 10 years | |
| Total State & Local Benefits | \$16,692,650 |
| Sales Tax | \$5,644,049 |
| Income Tax | \$9,759,106 |
| PILOT/Prop Tax | \$1,269,144 |
| Transaction Costs | \$20,350 |

Estimated Applicant Incentives

| | |
|---------------------------------------|------------------|
| Discounted Present Value for 10 years | |
| Total Incentives | \$128,000 |
| Property Tax (over 485-b) | \$0 |
| Sales Tax | \$128,000 |

Incentive/Benefit Analysis

| | |
|--|--------------|
| Discounted Present Value for 10 years | |
| Total State & Local Benefits | \$16,692,650 |
| Total Incentives | \$128,000 |
| State & Local Benefits to Incentives Ratio | 130.4 to 1 |
| Projected Permanent New Employment (Annual FTEs) | |
| Direct* | 115 |
| Indirect** | 178 |
| Induced*** | 145 |
| Temporary Construction (Direct and Indirect) | 39 |

* **Direct** – The recipient of COMIDA assistance adds jobs new to the regional economy 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 projects) do not fall under this definition.

** **Indirect** – The recipient of COMIDA 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 COMIDA assistance, by adding to payroll – either through new jobs or retention of jobs at risk – stimulates household spending that is new to the regional economy or saved from being lost to competitors outside the region.