



APPLICATION SUMMARY

DATE: September 20, 2016

APPLICANT: Seisenbacher Rail Interiors, Inc.
175 Humboldt St., Suite 250
Rochester, NY 14610

PROJECT SUMMARY: Seisenbacher Rail Interiors, Inc. (Seisenbacher), Description, a manufacturer of rail car interiors proposes to lease 38,000 square feet in the City of Rochester. The family owned, 4th generation company, is establishing its first US manufacturing facility to better serve US clients. The \$755,000 investment to include manufacturing equipment, Enterprise Resource Planning software, server and cabling is expected to create 37 new FTEs over the next three years. Seisenbacher also considered California and Utah for this project. Empire State Development Corporation and the City of Rochester are also providing assistance in the \$1.7 million project. Seisenbacher has been approved for a GreatRebate on the equipment purchase through the Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus sales tax exemption. The Benefit/Incentive ratio is 131.8:1

PROJECT AMOUNT: \$755,000– Sales Tax Exemptions Only

SALES TAX EXEMPTION: \$17,600

JOB	2	FTEs
EXISTING:	37	FTEs
NEW:	2	FTEs
GREATREBATE REQUIREMENT:		

BENEFIT TO INCENTIVE RATIO: 131.8:1

ELIGIBILITY: MANUFACTURER

APPROVED PURPOSE: JOB CREATION



Board Report

Table 1: Basic Information

Project Applicant	Seisenbacher Rail Interiors, Inc.
Project Name	Seisenbacher 2016
Project Industry	Transportation Equipment Manufacturing
Municipality	Rochester City
School District	Rochester
Type of Transaction	Tax Exemptions
Project Cost	\$755,000
Employment at Application (Annual FTEs)	2
Direct Employment Expected to Result from Project (Annual FTEs)	37

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

Total State and Regional Benefits	\$2,315,965	
Total Project Incentives	\$17,574	
State and Regional Benefits to Incentives Ratio	131.8:1	
Projected Employment	State	Region
Total Employment	88	88
Direct**	37	37
Indirect***	23	23
Induced****	28	28
Temporary Construction (Direct and Indirect)	0	0

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

Total State and Regional Benefits	\$2,315,965
Income Tax Revenue	\$1,483,924
Sales Tax Revenue	\$832,014

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

Total Project Incentives	\$17,574
Property Tax Above 485-b	\$-26
Sales Tax	\$17,600

* Figures over 7 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: September 20, 2016

APPLICANT: Annese & Associates, Inc.
155 Culver Road
Rochester, NY 14620

PROJECT SUMMARY: Annese & Associates, Inc. (Annese), is an IT integrator proving a full range of services including project management, direct support, data center virtualization, cloud and security services. The company is leasing 4,000 square feet at the Culver Road Armor and proposes purchasing computer and networking equipment, cabling, security system and office furnishings. The \$75,000 project will impact 15 FTEs in Monroe County and is projected to create 10 new FTEs over the next three years. Annese has been approved for a GreatRebate on the equipment purchase through the Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus sales tax exemption. The Benefit/Incentive ratio is 104.6:1

PROJECT AMOUNT: \$75,000 Sales Tax Exemptions Only

SALES TAX EXEMPTION: \$6,000

JOBS: EXISTING:	15	FTEs
NEW:	10	FTEs
GREATREBATE REQUIREMENT:	2	FTEs

BENEFIT TO INCENTIVE RATIO: 104.6:1

ELIGIBILITY: APPROVED GREATRATE/REBATE - EQUIPLUS ONLY

APPROVED PURPOSE: JOB CREATION



Board Report

Table 1: Basic Information

Project Applicant	Annese & Associates
Project Name	Annese 2016 Armory
Project Industry	Professional, Scientific, and Technical Services
Municipality	Rochester City
School District	Rochester
Type of Transaction	Tax Exemptions
Project Cost	\$75,000
Employment at Application (Annual FTEs)	15
Direct Employment Expected to Result from Project (Annual FTEs)	10
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	\$627,336	
Total Project Incentives	\$6,000	
State and Regional Benefits to Incentives Ratio	104.6:1	
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	\$627,336
Income Tax Revenue	\$391,980
Sales Tax Revenue	\$235,356

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

Total Project Incentives	\$6,000
Sales Tax	\$6,000

* Figures over 10 years and discounted by 2%

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**** 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: September 20, 2016

APPLICANT: Generations Child Care, Inc.
179 Stenson Street
Rochester, NY 14606

PROJECT SUMMARY: Generations Child Care, Inc. (Generations) operates six child care centers in the Rochester area offering infant and toddler care, preschool, wraparound before and after school programs, NYS Dept. of Education funded free Universal Pre-K as well as elder care day programs. Three of the centers are located in the City of Rochester. Generations is proposing the purchase of a bus for transportation of children within Monroe County, including to and from programs, where families do not have transportation. The \$54,776 project will impact 125 FTEs and is projected to create 2 new FTEs over the next three years. Generations has been approved for a GreatRebate on the equipment purchase through the Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus sales tax exemption. The Benefit/Incentive ratio is 15.5:1

PROJECT AMOUNT: \$ 54,776– Sales Tax Exemptions Only

SALES TAX EXEMPTION: \$4,382

JOBS: EXISTING:	125	FTEs
NEW:	2	FTEs
GREATREBATE REQUIREMENT:	2	FTEs

BENEFIT TO INCENTIVE RATIO: 15.5:1

ELIGIBILITY: APPROVED GREATRATE/REBATE - EQUIPLUS ONLY

APPROVED PURPOSE: JOB CREATION



Board Report

Table 1: Basic Information

Project Applicant	Generations Child Care, inc.
Project Name	Generations 2016
Project Industry	Educational Services
Municipality	Rochester City
School District	Rochester
Type of Transaction	Tax Exemptions
Project Cost	\$54,776
Employment at Application (Annual FTEs)	125
Direct Employment Expected to Result from Project (Annual FTEs)	2
Direct Employment Required for PILOT (Annual FTEs)	13

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

Total State and Regional Benefits	\$67,733	
Total Project Incentives	\$4,382	
State and Regional Benefits to Incentives Ratio	15.5:1	
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	\$67,733
Income Tax Revenue	\$40,509
Sales Tax Revenue	\$27,224

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

Total Project Incentives	\$4,382
Sales Tax	\$4,382

* 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: September 20, 2016

APPLICANT:

Regional Distributors, Inc. 1281 Mt. Read Blvd. Rochester, NY 14606

PROJECT SUMMARY:

Regional Distributors, Inc. (Regional), headquartered in Rochester provides wholesale commercial cleaning, food service and paper products throughout Western and Central New York and Northern Pennsylvania. Regional is proposing the purchase of material handling, packaging equipment and office furnishings in conjunction with the recent building purchase to support their expanding business. The \$182,000 project will impact 48 FTEs and is projected to create 2 new FTEs over the next three years. Regional has been approved for a GreatRebate on the equipment purchase through the Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus sales tax exemption. The Benefit/Incentive ratio is 6.2:1
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PROJECT AMOUNT:

\$ 182,000 Sales Tax Exemptions Only

SALES TAX EXEMPTION:

\$14,560

JOBS: EXISTING:	48	FTEs
NEW:	2	FTEs
GREATREBATE REQUIREMENT:	2	FTEs

BENEFIT TO INCENTIVE RATIO:

6.2:1

ELIGIBILITY:

APPROVED GREATRATE/REBATE - EQUIPLUS ONLY

APPROVED PURPOSE:

JOB CREATION



Board Report

Table 1: Basic Information

Project Applicant	Regional Distributors, Inc.
Project Name	Regional Distributors
Project Industry	Wholesale Trade
Municipality	Rochester City
School District	Rochester
Type of Transaction	Tax Exemptions
Project Cost	\$182,000
Employment at Application (Annual FTEs)	50
Direct Employment Expected to Result from Project (Annual FTEs)	2
Direct Employment Required for PILOT (Annual FTEs)	5

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

Total State and Regional Benefits	\$90,760	
Total Project Incentives	\$14,560	
State and Regional Benefits to Incentives Ratio	6.2:1	
Projected Employment	State	Region
Total Employment	2	2
Direct ^{**}	2	2
Indirect ^{***}	0	0
Induced ^{****}	0	0
Temporary Construction (Direct and Indirect)	0	0

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

Total State and Regional Benefits	\$90,760
Income Tax Revenue	\$59,674
Sales Tax Revenue	\$31,086

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

Total Project Incentives	\$14,560
Sales Tax	\$14,560

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