



# Board Report

Table 1: Basic Information

|   |  |
|---|--|
| Project Applicant   | Ideal Manufacturing                    |
| Project Name  | Ideal Manufacturing                    |
| Project Industry  | Fabricated Metal Product Manufacturing |
| Municipality  | Webster Town                           |
| School District   | Webster                                |
| Type of Transaction   | Tax Exemptions                         |
| Project Cost  | \$318,314                              |
| Employment at Application (Annual FTEs)                         | 44                                     |
| Direct Employment Expected to Result from Project (Annual FTEs) | 4                                      |
| Direct Employment Required for PILOT (Annual FTEs)              | 4                                      |

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

|  |                  |               |
|--|------------------|---------------|
| <b>Total State and Regional Benefits</b>               | <b>\$272,934</b> |               |
| <b>Total Project Incentives</b>                        | <b>\$25,465</b>  |               |
| <b>State and Regional Benefits to Incentives Ratio</b> | <b>10.7:1</b>    |               |
| <b>Projected Employment</b>                            | <b>State</b>     | <b>Region</b> |
| <b>Total Employment</b>                                | <b>10</b>        | <b>10</b>     |
| Direct <sup>**</sup>                                   | 4                | 4             |
| Indirect <sup>***</sup>                                | 1                | 1             |
| Induced <sup>****</sup>                                | 2                | 2             |
| Temporary Construction (Direct and Indirect)           | 2                | 2             |

Table 3: Estimated State & Regional Benefits (Discounted Present Value<sup>\*</sup>)

|  |                  |
|--|------------------|
| <b>Total State and Regional Benefits</b> | <b>\$272,934</b> |
| Income Tax Revenue                       | \$133,953        |
| Property Tax/PILOT Revenue               | \$54,086         |
| Sales Tax Revenue                        | \$84,894         |

Table 4: Estimated Project Incentives (Discounted Present Value<sup>\*</sup>)

|                                 |                 |
|---------------------------------|-----------------|
| <b>Total Project Incentives</b> | <b>\$25,465</b> |
| Sales Tax                       | \$25,465        |

\* 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.

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## APPLICATION SUMMARY

**DATE:** November 21, 2017

**APPLICANT:** Ideal Manufacturing, Inc.  
999 Picture Parkway  
Webster, NY 14580

**PROJECT SUMMARY:** Ideal Manufacturing, Inc. (Ideal) is a manufacturer of high capacity helical piles and STELCOR drilled-in displacement micropiles for the construction industry. Ideal is proposing to convert 10,000 square feet of offices into manufacturing space, relocate offices, update restrooms and improve air filtration at their 63,000 square foot facility in the Town of Webster at a cost of \$250,000. Project purchases include \$311,000 of manufacturing equipment and \$68,314 of other taxable items. The \$629,314 project will impact 44 FTEs and is projected to create 4 new FTEs over the next three years. The company has been approved for a GreatRate on the equipment purchase through the Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus sales tax exemption on construction materials and other taxable items. The Benefit/Incentive ratio is 10.7:1

**PROJECT AMOUNT:** \$318,314 Sales Tax Exemption Only  
\$311,000 Manufacturing Equipment Investment

**SALES TAX EXEMPTION:** \$25,465

|                               |    |      |
|-------------------------------|----|------|
| <b>JOBS: EXISTING:</b>        | 44 | FTEs |
| <b>NEW:</b>                   | 4  | FTEs |
| <b>GREATRATE REQUIREMENT:</b> | 4  | FTEs |

**BENEFIT TO INCENTIVE RATIO:** 10.7:1

**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   | Sirness Vending Nov 17 |
| Project Name  | Sirness Vending Nov17  |
| Project Industry  | Wholesale Trade        |
| Type of Transaction   | Tax Exemptions         |
| Project Cost  | \$739,871              |
| Employment at Application (Annual FTEs)                         | 41                     |
| Direct Employment Expected to Result from Project (Annual FTEs) | 4                      |
| Direct Employment Required for PILOT (Annual FTEs)              | 4                      |

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

|  |                  |               |
|--|------------------|---------------|
| <b>Total State and Regional Benefits</b>               | <b>\$181,519</b> |               |
| <b>Total Project Incentives</b>                        | <b>\$59,190</b>  |               |
| <b>State and Regional Benefits to Incentives Ratio</b> | <b>3.1:1</b>     |               |
| <b>Projected Employment</b>                            | <b>State</b>     | <b>Region</b> |
| <b>Total Employment</b>                                | <b>4</b>         | <b>4</b>      |
| Direct <sup>**</sup>                                   | 4                | 4             |
| Indirect <sup>***</sup>                                | 0                | 0             |
| Induced <sup>****</sup>                                | 0                | 0             |
| Temporary Construction (Direct and Indirect)           | 0                | 0             |

Table 3: Estimated State & Regional Benefits (Discounted Present Value<sup>\*</sup>)

|  |                  |
|--|------------------|
| <b>Total State and Regional Benefits</b> | <b>\$181,519</b> |
| Income Tax Revenue                       | \$119,348        |
| Sales Tax Revenue                        | \$62,172         |

Table 4: Estimated Project Incentives (Discounted Present Value<sup>\*</sup>)

|                                 |                 |
|---------------------------------|-----------------|
| <b>Total Project Incentives</b> | <b>\$59,190</b> |
| Sales Tax                       | \$59,190        |

\* 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.

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## APPLICATION SUMMARY

**DATE:** November 21, 2017

**APPLICANT:** TDG d/b/a Sirness Vending Services  
3595 Buffalo Road  
Rochester, New York 14624

**PROJECT SUMMARY:** TDG d/b/a Sirness Vending Services (Sirness) is a vending and micro-market food service operation located in the Town of Gates. Sirness Vending has been supplying and stocking vending machines in the Rochester area since 1977. The company services more than 500 firms in Western, NY. Modern technology allows them to be notified when products are depleted or obsolete, so they can provide just-in-time service to their customers. As a result, the company is in the process of converting its fleet of trucks over to smaller, more efficient vehicles. Sirness plans on purchasing 14 Dodge Promaster 3500 refrigeration vans, and 1 Promaster City Service van. The \$739,871 project will create at least 4 FTEs, and will allow the business to continue to expand and become more efficient. Sirness is seeking a Sales Tax Exemption on the purchases. The Benefit/Incentive ratio is 3.1:1.

**PROJECT AMOUNT:** \$739,871– Sales Tax Exemptions Only (EquiPlus)

**SALES TAX EXEMPTION:** \$59,190

|                               |    |      |
|-------------------------------|----|------|
| <b>JOBS: EXISTING:</b>        | 41 | FTEs |
| <b>NEW:</b>                   | 4  | FTEs |
| <b>GREATRATE REQUIREMENT:</b> | 4  | FTEs |

**BENEFIT TO INCENTIVE RATIO:** 3.1:1

**SEQR:** Type II Action under SEQR Section 617.5

**ELIGIBILITY:** APPROVED GREATRATE/REBATE - EQUIPLUS ONLY

**APPROVED PURPOSE:** JOB CREATION