



2011 Annual Report



	2009	2010
Projects	34	33
Investment	\$146 Million	\$172 Million
Jobs Retained	1,910	4,785
New Jobs	638	775



Over the next ten years, the 2010 projects will generate...

Benefits

Incentives

\$450 Million

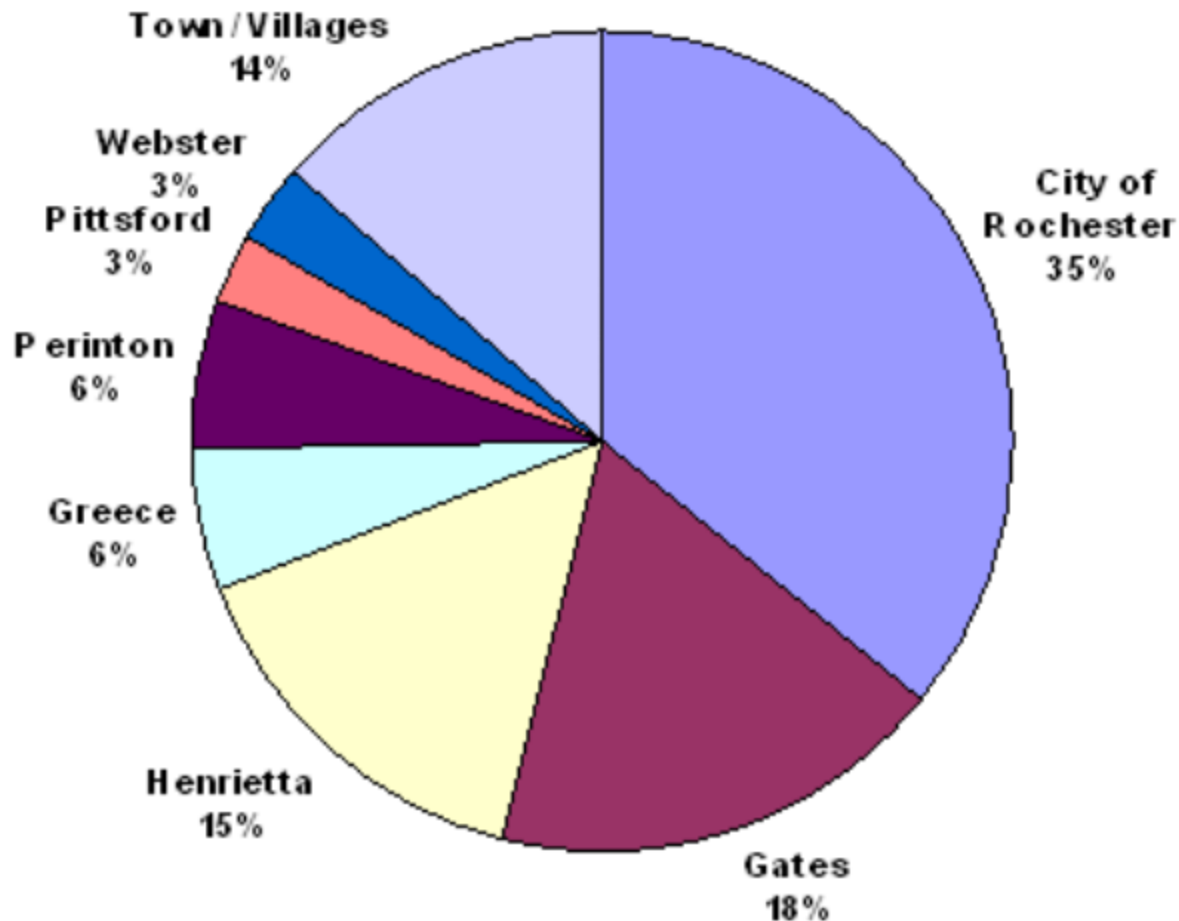
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\$95 Million



* Model from CGR

Projects by Municipality



Business Development Activities

- ❑ Monroe County Council of Governments
New York State's Shovel Ready Certification Program
September 2010 – Town of Chili.
- ❑ Bankers Breakfast.
- ❑ Calls to Business – 220.
- ❑ County Executive Visits.
- ❑ County Executive Roundtable.
- ❑ Newsletter to 2500 +.



Richards and West



Grand Opening Drapery Industries



Increase in property taxes related to COMIDA projects.

2006



\$ 21 Million

2007



\$ 27 Million

2008



\$ 35 Million

2009



\$ 19 Million

2010



\$ 17 Million

Local Labor Requirement

- ❑ 34 Construction Projects Approved.
- ❑ 719 Construction Jobs Created.
- ❑ 720 Compliance Visits.
- ❑ 99% Compliant.



How does COMIDA reinvest the fee income?

Programs & Partners – funded by fee income.



COMIDA Projects



- ❑ 35,000 sq. ft. manufacturing facility.
- ❑ \$2.8 Million project.
- ❑ 15 jobs @ application.
- ❑ 26 currently.

EZYcap

EZYjamb[®]

RESILMOUNT[®]
SOUND ISOLATION SOLUTIONS

STUDCO

BUILDING SYSTEMS



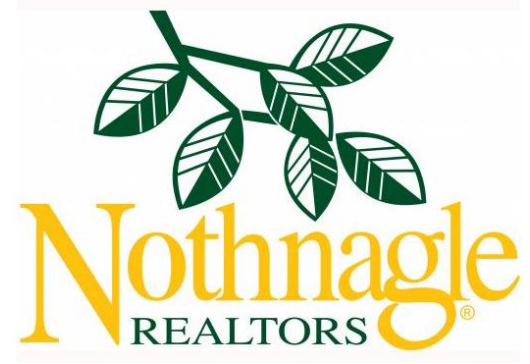


- ❑ 120,000 sq. ft. manufacturing facility.
- ❑ \$3.8 Million project.
- ❑ 40 jobs at application.
- ❑ 100 currently.





- ☐ Renovation 27,000 sq. ft. historic office building.
- ☐ \$3.9 Million.
- ☐ 42 jobs at application.
- ☐ 66 currently.



Paley Studios Ltd.

- ☐ Purchase equipment and renovate new studio.
- ☐ \$245,000 investment.
- ☐ 16 jobs at application.

Paley Studios Ltd.



Paley Studios Ltd.



Paley Studios Ltd.



Paley Studios Ltd.



RIT Campus Rochester, NY



- ❑ Purchased former Kodak facility 652,090 sq. ft.
- ❑ \$30 Million project.
- ❑ 425 jobs at application.
- ❑ 60 jobs to be created.



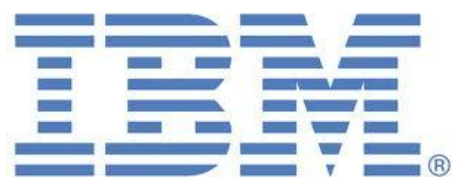








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COMIDA In The News

ROCHESTER, NEW YORK

July 21, 2010

Section B Page 5

Topic COMIDA

Above the fold ☒ Below the fold ☐

Brooks: Yes ☐ No ☒

Apparel firm gets tax help

■ COMIDA says break will keep Alleson jobs here instead of Tenn.

MATTHEW DANEMAN
STAFF WRITER

Alleson Athletic, a maker of athletic apparel, plans to add 10 jobs at its Brighton-Henrietta Town-line Road offices as it beefs up its call center.

The County of Monroe Industrial Development Agency on Tuesday approved \$30,250 in sales tax breaks to the company as it spends \$600,000 on renovations and equipment for the 128,000-square-foot facility in Henrietta.

Alleson also has an operation in Memphis, Tenn., and the jobs potentially could have gone there if not for the tax relief, said COMIDA executive director Judy Seil.

The agency approved a variety of other projects promising to add jobs over the next three years. According to COMIDA, the total of \$898,000 in tax incentives will generate \$2.1 million in new local tax revenues.

Besides Alleson, another high-profile business receiving assistance was Upstate Auto Credit. Dorschel Automotive Group is getting more heavily into financing as a partner in the credit business.

Upstate Auto Credit received \$66,581 in property tax breaks to facilitate a move to 3485 West Henrietta Road. The company has eight full-time em-

ployees and plans to add two full-time positions over three years.

Rick Dorschel of Dorschel Automotive said Upstate Auto plans to open a second location on West Ridge Road within two years.

COMIDA also approved:

■ \$14,650 in sales tax breaks for Semrock, an Ogdenville maker of high-end optical filters, as it builds a \$200,000, 5,000-square-foot addition to its Buffalo Road operation. The company also plans to purchase \$1.3 million worth of manufacturing equipment as it adds 10 positions.

■ \$613,709 in property tax breaks toward construction of a new Unity Family Medicine facility in Chili. The \$5.9 million facility is expected to create 11 full-time-equivalent positions over three years.

■ \$59,852 in property tax breaks for construction of a \$642,500 building at 1770 Emerson St. in Rochester to house New York Commercial Flooring Inc. The company is

consolidating from three locations to one and adds three full-time equivalent positions over three years.

■ \$62,309 in property tax breaks for more than \$695,000 in renovations and expansion to 314 Hogan Road in Perinton to house Applied Measurement & Controls Inc. The company is moving from Victor and plans to add four full-time-equivalent positions.

■ \$18,400 in sales tax breaks for the Erie County-based Doodle-Bugs preschool chain for \$250,000 worth of furnishings and equipment for the Calkins Road location it plans to open in September. The Henrietta site will employ 45 full-time-equivalents.

■ \$6,100 in sales tax breaks for Harris Seeds of 355 Paul Road as the company spends \$86,000 on updating its warehousing and adding customer support cubicles. It plans to add two full-time positions.

■ \$4,262 in sales tax

breaks for WorldGate Communications as the Pennsylvania-based maker of video phones spends \$61,494 equipping an office at 15 Schoen Place in Pittsford and hiring five full-time people.

■ \$13,450 in sales tax breaks for Monroe Motor Products Corp. of 40 Joseph Ave., Rochester, as it spends \$184,000 updating its warehouse inventory control system. The auto parts distributor plans to add three full-timers.

■ \$9,104 in sales tax breaks for Innovative Data Processing Solutions at 3495 Winton Place, Henrietta, as it spends \$126,059 upgrading its phone system, servers and software. The company plans to add three full-time positions.

■ \$4,030 in sales tax breaks for Sings Now of Rochester Inc. as it moves to 275 Marketplace Drive, Henrietta, and does \$100,000 in renovations and equipment purchases. The signage company plans to add one job. □

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ROCHESTER, NEW YORK

February 16, 2011

Section B Page 5

Topic COMIDA

Above the fold ☒ Below the fold ☐

Brooks: Yes ☐ No ☒

Tech firms get tax breaks

■ Three companies moving to Rochester commit to 164 jobs.

MATTHEW DANEMAN
STAFF WRITER

U.K.-based Intrinsic Materials is a startup materials science company looking to break into such advanced industries as antimicrobial materials for health care purposes and printed electronics.

And by this fall, it expects to be doing that work largely at a 170,000-

square-foot Eastman Kodak Co. building sitting along Ridgeway Avenue.

Cody Gate Ventures LLP, a U.K. and California venture capital firm, on Tuesday was granted nearly \$580,000 in sales tax breaks by the County of Monroe Industrial Development Agency — a move that brings three Cody Gate-owned companies one step closer to setting up shop in Kodak's Eastman Business Park.

Intrinsic, Omni-ID and Quintel all have small numbers of personnel working in Kodak's Building 320 now, said Intrinsic President Robert Cournoyer. Renovations on Building 320 are under way to accommodate the three, with the laboratories and offices expected to be completed in eight to 10 weeks.

Omni-ID and Quintel both are moving research-and-development operations to Monroe County. Along with R&D, Intrinsic is relocating its manufacturing operations. The manufacturing site should be ready by fall, Cournoyer said.

Cody Gate is spending \$23 million on renovating Building 320 and on equipment to get the three up and running.

In exchange for the county tax breaks, the

three companies committed to employing 164 people within three years.

COMIDA on Tuesday also approved more than \$20,000 in sales tax breaks to eHealth Global Technologies, which plans to fill four full-time-equivalent positions within two years as it more than doubles its Brighton space. The digital medical records company is investing \$253,000 in the expansion.

Other business expansion plans receiving tax breaks from COMIDA:

■ A \$130,000 expansion of the ice rink at Village Sports Inc., an indoor/outdoor athletic complex in Penfield. Village Sports plans to add two positions over two years. It is receiving \$10,400 worth of sales tax breaks.

■ An \$850,000 expansion of Regional Distributors' Mt. Read Boulevard warehouse. The company plans to add four positions. It is receiving \$90,155 in sales and mortgage tax breaks.

■ A \$100,000 relocation and expansion of Yellow Page City Inc. as it moves from Brighton-Henrietta Townline Road to Kenneth Drive in Henrietta. The online interactive business listings company plans to create 10 full-time-equivalent positions over two years. It is receiving \$8,000 worth of sales tax breaks.

■ A \$120,000 expansion of Premium Mortgage Corp. at its Pittsford offices to accommodate more loan officers and support staff. It is receiving \$9,571 worth of sales tax breaks. The mortgage banker plans on creating at least one full-time-equivalent position in the next year.

■ \$150,000 worth of renovations and equipment as Special Care Systems LLC moves to East Ridge Road in Irondequoit. The health care communications technology company currently is based in Webster. It plans to add two full-time-equivalent positions in the next year, and is receiving \$12,400 in sales tax breaks. □

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ROCHESTER, NEW YORK

June 16, 2010

Section B Page 5

Topic COMIDA

Above the fold ☒ Below the fold ☐

Brooks: Yes ☐ No ☒

COMIDA approves tax breaks for 3 local companies

■ LunchByte, D&T
Rents, Veramark win OK.

JIM STINSON
STAFF WRITER

A company that offers management software to school-lunch systems across the country will be getting new equipment.

On Tuesday, the County of Monroe Industrial Development Agency exempted LunchByte Systems Inc. of Latona Road in Greece from sales taxes on \$81,000 in new computer equipment.

The company's software is used in 8,000 U.S. school districts, according to company officials.

The software company employs 69 workers and may add two full-time positions in three years.

Judy Seil, COMIDA director, said a \$5,700 tax abatement could ultimately lead to \$65,000 in new tax revenues.

In other news:

■ The board of COMIDA approved a \$53,000 property tax abatement for D&T Rents LLC of Rochester, which is constructing a 12,000-square-foot facility at Silvarole Drive in Henrietta.

The facility will be used by Volvo Rents for storage.

The projected taxpayer benefit is \$121,000, Seil said.

■ The board also approved a \$18,000 sales tax abatement for Veramark Technologies Inc. of Pittsford.

The company plans to spend \$250,000 to refurbish space in an existing office at 1565 Jefferson Road, Henrietta.

Veramark's customers range from large enterprises to small businesses and government agencies.

The company provides call-accounting software and services to 4,000 customers in 85 nations.

Seil said Veramark considered relocating its business outside of Monroe County before agreeing to lease 23,000 square feet of office space at Eagle's Landing Business Park in Henrietta.

Veramark will be investing \$250,500 to equip and furnish the space for their 63 existing employees, and Veramark plans to create four new full-time positions, according to Seil.

Seil said projected taxpayer benefits are \$130,000.

The next COMIDA meeting will be at noon, July 20. □

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ROCHESTER, NEW YORK

August 18, 2010

Section B Page 5

Topic COMIDA

Above the fold ☒ Below the fold ☐

Brooks: Yes ☐ No ☒

Tax abatement approved for armory rehab project

JIM STINSON
STAFF WRITER

The Culver Road armory redesign — a \$14 million project — moved a step closer to fruition Tuesday.

The County of Monroe Industrial Development Agency approved a 20-year tax abatement for the old armory at 145 Culver Road in Rochester. The building is owned by the state of New York and is soon to be purchased by Whitney Baird Associates LLC of Rochester for \$1.4 million.

The plan calls for the owner to pay \$75,000 a year as a payment in lieu of taxes, or PILOT, to Monroe County, the city of Rochester and the Rochester School District. After 10 years, the property will then be assessed at market value with an abatement that gradually reduces over the next 10 years, said Judy Seil, COMIDA executive director.

Frederick R. Rainaldi, managing principal of Whitney Baird, said the building will be divided

between office and retail space. Renovations could begin in early September, he said, and the project will include adding a second floor. In total, the armory will offer 100,000 square feet.

While most of the space will be Class A office space, about 20,000 square feet will be retail, with possibilities including a restaurant.

"Everything that surrounds (the armory) ... lends itself to doing something interesting with retail," Rainaldi told the COMIDA board.

Rainaldi, whose company is finishing the High Point Office Park in Victor, said he has a high degree of confidence in the Rochester office market.

Seil said \$408,000 in initial property tax and sales tax abatements will lead to \$1.43 million in taxpayer benefits. As state-owned property, she pointed out, the site currently pays no property taxes. The state has owned the site since 1917.

To qualify for tax breaks, the armory project will have to create a minimum of 16 jobs, but no job estimate is available yet because it's unknown how many and what types of businesses will go there.

The COMIDA board also approved:

■ A \$10,900 sales tax abatement for O'Connell Electric Co., which will move into new space at 390 Systems Road in Henrietta. This will be the first Monroe County office for the Victor-based company, which was founded in 1911 and employs more than 500 people. Seil said the \$150,000 project will create 10 jobs over three years with \$96,000 in taxpayer benefits.

■ A \$464,000 property tax abatement for 1565 Jefferson Road in Henrietta. The project, Building 4 at Eagles Landing, has signed Spectracom Corp. as a tenant. Seil said Spectracom will use 25,000 square feet to manufacture synchronizing equipment for aerospace and defense customers. The company will add six employees, and the project will lead to \$732,000 in taxpayer benefits, she said.

■ A \$113,000 property tax abatement for Rochester Medical Transportation Inc. The company provides non-emergency transportation and plans to build an office at 150 Jossens Drive in Henrietta. Seil said the company will add seven employees and produce \$346,000 in taxpayer benefits.

■ A \$74,800 sales tax abatement for Monroe School Transportation Inc. of Rochester. The bus company plans to spend more than \$1 million to upgrade its fleet. Seil said the company will add 39 positions, generating \$545,000 in new taxpayer benefits.

■ An \$8,000 sales tax abatement for Economy Paper Co. of Rochester, which plans to purchase \$111,000 in equipment. Seil said the company will add two employees and create \$51,000 in taxpayer benefits. □

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