

2025 Incentive Programs

Programs	Projects				New Jobs				Company Investments			
	2022	2023	2024	2025	2022	2023	2024	2025	2022	2023	2024	2025
GreatRate	6	9	19	7	12	14	35	11	\$903,178	\$1,831,000	\$4,407,889	\$1,878,983
GreatRebate	15	10	15	0	21	16	24	n/a	\$7,649,176	\$1,178,327	\$1,548,103	n/a
Manufacturing Rewards	13	5	7	3	n/a	n/a	n/a	n/a	\$457,136	\$176,983	\$234,593	\$124,189
Monroe on the Job	9	10	13	10	n/a	n/a	n/a	n/a	\$11,454	\$0	\$86,996	\$23,169
Monroe Mfg. Jobs	5	0	4	6	n/a	n/a	n/a	n/a	\$0	\$0	\$0	n/a

Equip Monroe Program

- Introduced in early 2025
- Simplify the GreatRate/Rebate programs
- A one-time rebate of up to \$5,000 for equipment purchases. Payment made one year after approval with proof of job retention. Additional bonus available for job creation.
- Lifetime Cap of \$25,000 per company
- First approved company: XLI Manufacturing
- 49 Number of rebates approved
- \$163,500 Dollar amount committed

Monroe County MicroAdvantage Loan

Goals as Required by ARPA

	Non-MWBE Borrowers		MWBE Borrowers		Required Totals
	2023-2025	Program Total	2023-2025	Program Total	Program Total
Loans Approved	82	118	16	22	140
Amount Loaned	\$3,428,571	4,000,000	685,714	800,000	\$4,800,000

Program Performance to Date

	Non-MWBE Borrowers		MWBE Borrowers		2023-2025 Totals	
	2025	Total To-Date*	2025	Total To-Date*	2025	Program Total
Loans Approved	15	70	30	27	45	97
Amount Loaned	\$900,000	\$1,437,000	\$1,436,500	\$3,247,150	\$2,336,500	\$4,684,150

MCIDC is anticipating that all program goals will be met by 2/28/2026, 10 months ahead of schedule!

Monroe County MicroAdvantage Loan Program

Partnership with Vargas Associates

- 1:1 coaching/technical assistance for 15 businesses with 12 eventually being funded
- 6 workshops hosted with 52 attendees
- Topics included: business tax preparation, using AI for business, bookkeeping and creating business plans, and building your business credit

Marketing

- WDKX Advertising
- CITY Newspaper & WXXI
- PODER Advertising
- Minority Reporter Advertising

MCIDC SBA 504

2025 Approved/Funded Loans

Loans approved by MCIDC board

14

SBA Dollars

\$6,249,715

Total Project Dollars

\$15,884,900

New Jobs

66

Retained Jobs

230

Loans Funded

7

Dollar Amount Funded

\$2,833,000

MCIDC SBA 504 Portfolio Summary

- Total loans in portfolio: 88
- Total loan portfolio: \$28,199,583
- Primary Scope: Commercial Real Estate Purchases
- Top Industries:
 - Manufacturing (39.9%)
 - Other Services (16.0%)
 - Health Care (11.9%)
 - Profession/Scientific/Technical (11.4%)

RLF

- 3 new RLF loans approved in 2025 totaling \$460,000
- Total current RLF loan portfolio outstanding balance: \$1,892,860
- Total number of RLF loans: 9

Bond Approvals

2016 ● **4 Projects**
\$118 Million

2017 ● **9 Projects**
\$1.1 Billion

2018 ● **1 Project**
\$59 Million

2019 ● **2 Project**
\$304.6 Million

2020 ● **4 Projects**
\$749.9 Million

2021 ● **0 Projects**
\$0

2022 ● **1 Project**
\$25 Million

2023 ● **2 Projects**
\$410 Million

2024 ● **2 Projects**
\$99.4 Million

2025 ● **5 Projects**
\$1.0 Billion

2025 Bond Fee Revenue: \$1,654,638

MCIDC Funded Programs 2025

- RMSC Career ladder: \$50,000
- GRE Economic Gardening: \$50,000
- BOCES Summer Advanced Manufacturing Experience (SAME): \$30,000
- BOCES CDL: \$85,500 + \$75,100 for Truck
- RTMA Roc with Your Hands: \$10,000
- RETAIN Program: \$100,000

Total Community Investment: \$400,600

RMSC Career Ladders

- 17 participants (discovery guides) at close of Q2 2025
- Over the past year, the Discovery Guides presented 1,200 Science Encounter programs engaging approximately 24,750 visitors.
- **LittaTrap & Plastic Pollution Project (Water Quality)**
- Discovery Guides collaborated with RIT and New York Sea Grant on plastic pollution in the Great Lakes.
- **Sensory-Inclusive & Neurodiversity Support**

Through partnership with **AutismUp**, participants received training in:

- Sensory sensitivity
- Supporting neurodivergent visitors

Discovery Guides passed certification to support **Sensory Sundays**, allowing neurodivergent families to experience the museum in a welcoming, accessible environment.

GRE Economic Gardening

- Total of 24 companies enrolled in 2025.
 - Six of these were MWBE's.
- GRE has served 315 companies since 2012
- 19 Economic Gardening companies will be honored as **2025 Rochester Top 100** privately-held companies

BOCES Summer Advanced Manufacturing Experience (SAME)

- 88 Students have completed the SAME program at Monroe One BOCES since 2017
- 150 students have completed the SAME program at Monroe 2- Orleans BOCES since 2012.

BOCES Commercial Drivers License Training Program

- 3 cohorts completed in 2025 [total of 28 participants]
- Of 28 participants, 24 received MCIDC scholarship
- 96% pass rate/96% employment rate
- CDL Training center update (COMIDA supported)
 - Hired 2 examiners
 - Repainted Skills Course at both the Brockport Testing site as well as the training site on campus. Modified training course on campus to resemble the testing site.
 - Conducted a “train-the-trainer” Professional Development Series to enhance the skills for some newly hired CDL Instructors.
 - Successful acquisition & implementation of an alternate vehicle necessary to train & test with as guidance from DMV prohibited certain participants from being allowed to test on the specific vehicles we own.

RTMA's ROC With Your Hands 2025



- One day event located at Rochester Community Sports Complex for 1,500 students for hands-on introductions to careers in advanced manufacturing and building trades
- 50 different schools participated
- 75 different employers onsite



RETAIN Program (MCIDC)

The program offered recent college graduates a \$2,000 lump sum payment after having lived, worked and networked in Monroe County for one year.

- In 2025, MCIDC RETAIN was closed out, as the program is now administered by CampusROC, a nonprofit organization housed within the Greater Rochester Chamber of Commerce.
- 3 applications were approved and total of \$6,000 was dispersed to those participants

RETAIN Program (CampusROC)

Program Overview - Participant must have:

- Obtained employment at a for-profit business headquartered in Monroe County with 100 or less employees
- Graduated within one year from a college, university, or trade school located in Greater Rochester
- Participants will receive a payment of \$4,000 after a year of continued employment
- Have a starting annual salary no higher than \$85,000
- Be 18 years or older at the time of application submission

RETAIN will prioritize employees working at minority and women-owned businesses as well as businesses in highly distressed zip codes

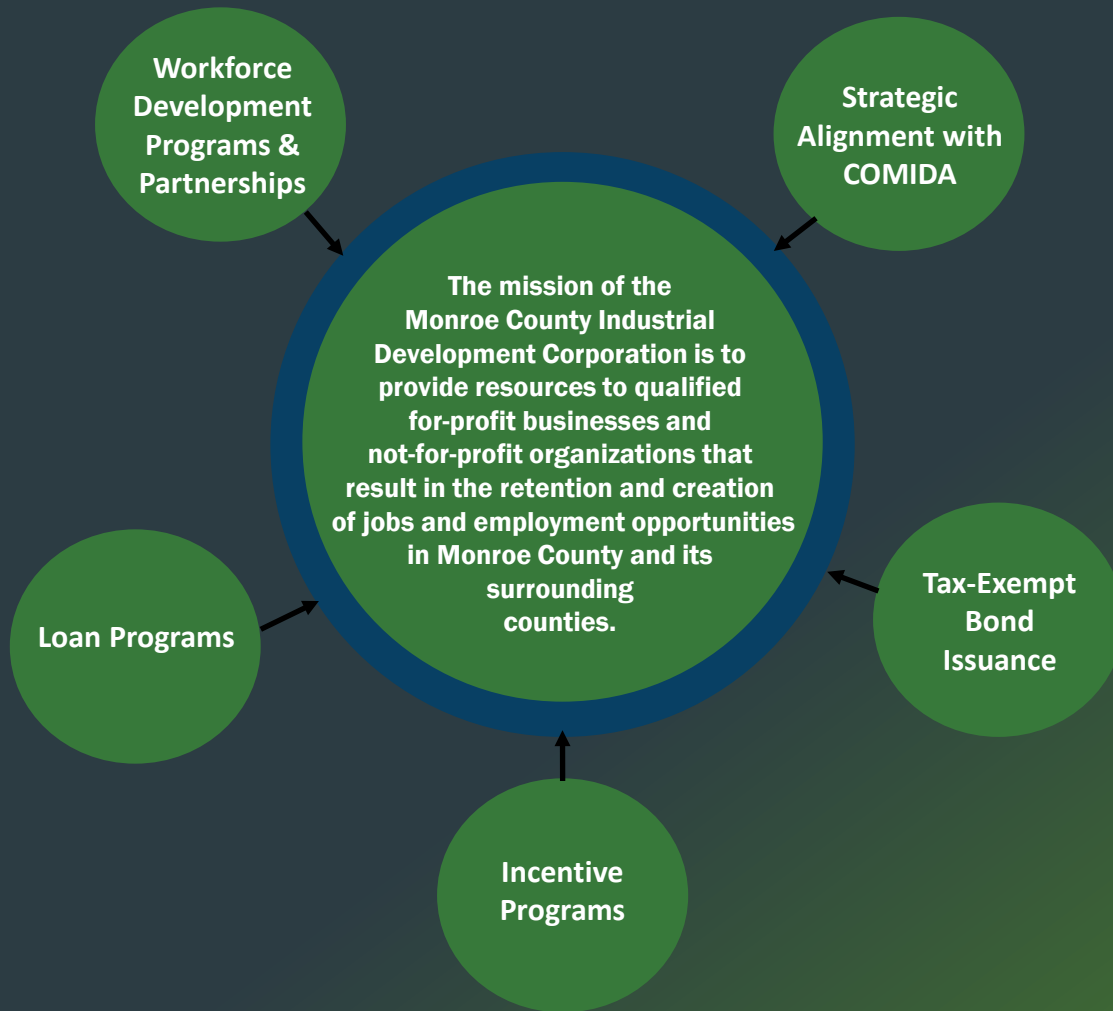
Results from June 2025 to Date

- 21 participants graduated from the 24-25 cohort with 35 enrolled in the 25-26 cohort
- With represented industries; engineering and technical fields; business, finance and operations; marketing, communications, and creative; human resources and talent; healthcare and wellness; and education, culture, and public engagement

2026 Forward

Goals & Objectives - MCIDC Modernization

1. Establishing parameters and goals for MCIDC's Revolving Loan Fund to begin in 2027 when ARPA is complete
2. Inventorying workforce development programs, measuring performance, and eliminating redundancies
3. Enhance Strategic Partnerships
4. Marketing Strategy to promote programs and success stories.



Phase 1 - 2025

- ✓ Revamp Incentive Programs
- ✓ Define Revolving Loan Fund
- Evaluate MC Workforce Development Programs - In process
- ✓ Marketing Plan for Tax - Exempt Bond Issuance

Phase 2 - 2026

- Develop enhanced Micro Loan Fund
- Reassess Incentive Programs
- Evaluate WD Programs & Partnerships Funded by MCIDC
- ✓ Enhance Strategic Partnerships - Ongoing
- Marketing Strategy