



## APPLICATION FOR ASSISTANCE

Each applicant seeking assistance must complete this application and provide required supplemental form/documentation. A non-refundable application fee of \$350.00 must be included with this application. Make check payable to COMIDA. Please see page 10 for additional information on costs and fees.

Please answer all questions. Use "None" or "Not Applicable" where necessary. Information in this application may be subject to public review under New York State Law, except for information that is considered deniable by the Freedom of Information Law. This form is available at [www.growmonroe.org](http://www.growmonroe.org).

### I. APPLICANT

A. Name ITX Corp.  
 Address 1169 Pittsford-Victor Rd.  
 City/State/Zip Pittsford, NY 14534  
 Tax ID No. 16-1537313  
 Contact Name Leah Goldman  
 Title General Counsel  
 Telephone 585-737-9231  
 E-Mail lgoldman@itx.com

B. Owners of 20% or more of Applicant Company

Name	%	Corporate Title
<u>Ralph Dandrea</u>	<u>54.9</u>	<u>CEO</u>

See \*\*

C. Applicant's Legal Counsel

Name Leah Goldman  
 Firm ITX Corp.  
 Address 1169 Pittsford-Victor Rd.  
 City/State/Zip Pittsford, NY 14534  
 Telephone 585-737-9231  
 Fax \_\_\_\_\_  
 Email lgoldman@itx.com

### II. PROJECT

A. Address of proposed project facility  
1 South Clinton Ave., 9th Floor  
Rochester, NY 14604  
 Tax Map Parcel Number \_\_\_\_\_  
 City/Town/Village \_\_\_\_\_  
 School District City of Rochester  
 Current Legal Owner of Property  
Tower 195, LLC

B. Proposed User(s)/Tenant(s) of the Facility  
 If there are multiple Users/Tenants, please attach additional pages.

Company Name ITX Corp.  
 Address 1169 Pittsford-Victor Rd.  
 City/State/Zip Pittsford, NY 14534  
 Tax ID No. 16-1537313  
 Contact Name Leah Goldman  
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% of facility to be occupied by company 100% of 9th Floor

C. Owners of 20% or more of User/Tenant Company

Name	%	Corporate Title
<u>Ralph Dandrea</u>	<u>54.9%</u>	<u>CEO</u>

see \*\*

D. Benefits Requested (Check all that apply)

- Sales Tax Exemption
- Industrial Revenue Bond Financing
- Mortgage Recording Tax Exemption
- Real Property Tax Abatement

*xx 1(B) + 11(C)*

Total Ownership	Ownership %
Ralph Dandrea	54.9%
Frederick Beer	10.3%
Jonathan Coupal	17.5%
Sean Flaherty	16.4%
Hernan Chiosso	.8%

Total Ownership	Ownership %
Ralph Dandrea	54.9%
Frederick Beer	10.3%
Jonathan Coupal	17.5%
Sean Flaherty	16.4%
Hernan Chiosso	.8%

**E. Description of project (check all that apply)**

- New Construction
- Existing Facility
  - Acquisition
  - Expansion
  - Renovation/Modernization
- Acquisition of machinery/equipment
- Other (specify) \_\_\_\_\_

**GENERAL DESCRIPTION OF THE PROJECT AND BACKGROUND ON USER(S) OF THE FACILITY**  
(Attached additional sheets as necessary)

**User Description**

ITX is a global software product development company in its 22nd year of business known for its expertise in web design, development, and innovative solutions for our clients. Working with leading brands, nationally and internationally, we have increased our sales in the last five years from \$7.7 to over \$24 million. With offices in Rochester, Syracuse, Cincinnati, Tulsa, and Portland (and employees working remotely in various states), we employ approximately 105 people throughout the United States (approximately 80 in Rochester), including, software architects, designers, innovation leads, and team and project managers.

**Project Description**

ITX is expanding and relocating our corporate headquarters to downtown Rochester to accommodate our growing business. We have identified 14,000 square feet, the entire 9th floor, of 1 South Clinton Ave. (the "Metropolitan") in downtown Rochester as our intended location, which will be remodeled to create a workspace sufficient to accommodate our entire staff of 62 currently working at our headquarters' in Pittsford, plus an additional 80 employees that we plan to add over the next five years. The constructed space will include a conference center in which we will perform training for our entire US workforce, and where we will conduct workshops with clients from all over the US. Furthermore, as we continue to acquire other companies providing similar services, we will concentrate the administrative, finance and human resources functions in this central office.

II. PROJECT (cont'd)

F. Are other facilities or related companies located within New York State?

Yes  No

Location:

Syracuse, NY (1 employee)

Will the Project result in the removal of an industrial or manufacturing plant of the Project occupant from one area of the state to another area of the state?

Yes  No

Will the Project result in the abandonment of one or more plants or facilities of the Project occupant located within the state?

Yes  No

If Yes to either question, explain how, notwithstanding the aforementioned closing or activity reduction, the Agency's Financial Assistance is required to prevent the Project from relocating out of the State, or is reasonably necessary to preserve the Project occupant's competitive position in its respective industry\*\*:

We are remaining in Monroe County, but  
relocating from Pittsford, NY and centralizing  
our corporate Headquarters in downtown  
Rochester.

G. Please confirm by checking the box, below, if there is likelihood that the Project would not be undertaken but for the Financial Assistance provided by the Agency?

Yes  No

If the Project could be undertaken without Financial Assistance provided by the Agency, then provide a statement in the space provided below indicating why the Project should be undertaken with the Financial Assistance to be provided by the Agency\*\*:

ITX evaluated other markets in connection with  
our growth, including Portland, OR, Cincinnati,  
Ohio and Tulsa, OK where we have offices.  
The incentives we are offered greatly impacted  
our decision to move downtown. The incentives  
will help us to create new jobs quickly as well.

\*\*To be completed with Agency assistance.

H. PROJECT TIMELINE

Proposed Date of Acquisition  
NA

Proposed Commencement Date of Construction  
August 8, 2019

Anticipated Completion Date  
8/30/2020

I. Contractor(s)

SWBR Architects

J. State Environmental Quality Review (SEQR) Act Compliance

COMIDA, in granting assistance to the Applicant, is required to comply with the New York State Environmental Quality Review Act (SEQR). This is applicable to projects that require the state or local municipality to issue a discretionary permit, license or other type of Approval for that project.

Does the proposed project require discretionary permit, license or other type of approval by the state or local municipality?

YES - Include a copy of any SEQR documents related to this Project including Environmental Assessment Form, Final Determination, Local Municipality Negative Declaration, etc.

NO

**III. PROPERTY TAX ABATEMENT/PAYMENT IN LIEU OF TAX AGREEMENT (PILOT)**

Check One:

**JOBSPLUS**

Requirements:

- Company must commit to a 10% increase in full-time equivalent employment, measured on the existing impacted employee base, over a 3 year period. The required number of jobs is \_\_\_\_\_.

**LEASEPLUS**

Requirements:

- University and/or medical related facilities in which a 501(c)3 entity leases from a for-profit entity.
- Company must commit to a 10% increase in full-time equivalent employment, measured on the existing impacted employee base, over a 3 year period. The required number of jobs is \_\_\_\_\_.

**ENHANCED JOBSPLUS**

Requirements:

- A minimum \$15 million investment in new plant, machinery and equipment or renovation of existing building(s) **AND**
- A minimum of 100 new jobs from new companies locating in Monroe County, or existing companies expanding operations here.

**GREEN JOBSPLUS**

Requirements:

- LEED® Certification – Project must be rated as Certified, Gold, Silver or Platinum by the United States Green Building Council's Leadership in Energy and Environmental Design (LEED®) Green Building Rating System.
- Company must commit to a 10% increase in full-time equivalent employment, measured on the existing impacted employee base, over a 3 year period. The required number of jobs is \_\_\_\_\_.

**SHELTER RENTS**

for student housing or affordable housing projects.

**Local Tax Jurisdiction Sponsored PILOT**

**NO PROPERTY TAX ABATEMENT IS SOUGHT FOR THIS PROJECT**

**IV. APPLICANT PROJECT COSTS**

A. Estimate the costs necessary for the construction, acquisition, rehabilitation, improvement and/or equipping of the project by the APPLICANT.

**Building Construction or Renovation**

- a. MATERIALS a. \$ 200,000
- b. LABOR b. \$ 300,000

**Site Work**

- c. MATERIALS c. \$ \_\_\_\_\_
- d. LABOR d. \$ \_\_\_\_\_
- e. Non-Manufacturing Equipment e. \$ 300,000
- f. Furniture and Fixtures f. \$ 300,000
- g. LAND and/or BUILDING Purchase g. \$ \_\_\_\_\_
- h. Manufacturing Equipment h. \$ \_\_\_\_\_
- i. Soft Costs (Legal, Architect, Engineering) i. \$ \_\_\_\_\_
- Other (specify) j. \_\_\_\_\_ j. \$ \_\_\_\_\_
- k. \_\_\_\_\_ k. \$ \_\_\_\_\_
- l. \_\_\_\_\_ l. \$ \_\_\_\_\_
- m. \_\_\_\_\_ m. \$ \_\_\_\_\_

**Total Project Costs** \$ 1,100,000

B. Sources of Funds for Project Costs:

- a. Tax-Exempt Industrial Revenue Bond a. \$ \_\_\_\_\_
- b. Taxable Industrial Revenue Bond b. \$ \_\_\_\_\_
- c. Tax-Exempt Civic Facility Bond c. \$ \_\_\_\_\_
- d. Bank Financing d. \$ \_\_\_\_\_
- e. Public Sources e. \$ \_\_\_\_\_

Identify each state and federal grant/credit

- City \$ 200,000
- \_\_\_\_\_ \$ \_\_\_\_\_
- \_\_\_\_\_ \$ \_\_\_\_\_
- \_\_\_\_\_ \$ \_\_\_\_\_

f. Equity \$ 900,000

**TOTAL SOURCES** \$ 1,100,000

C. Has the applicant made any arrangements for the financing of this project?

Yes  No

If so, please specify bank, underwriter, etc.

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

**IV. COMPLETE FOR EACH USER/TENANT THAT IS SEEKING SALES TAX EXEMPTION USER(S)/TENANT(S) PROJECT COSTS**

Use additional sheets as necessary

Company Name \_\_\_\_\_

A. Estimate the costs necessary for the construction, acquisition, rehabilitation, improvement and/or equipping of the project by the user(s)/tenant(s) for which a sales tax exemption is requested.

**Estimated Costs Eligible for Sales Tax Exemption Benefit**

- a. MATERIALS a. \$ \_\_\_\_\_
- b. LABOR b. \$ \_\_\_\_\_
- c. Non-Manufacturing Equipment c. \$ \_\_\_\_\_
- d. Furniture and Fixtures d. \$ \_\_\_\_\_
- Other (specify) e. \_\_\_\_\_ e. \$ \_\_\_\_\_
- f. \_\_\_\_\_ f. \$ \_\_\_\_\_
- g. \_\_\_\_\_ g. \$ \_\_\_\_\_
- h. \_\_\_\_\_ h. \$ \_\_\_\_\_

**Total** \$ 0

A non-refundable fee of 1/4% on TOTAL(e) above is due and payable upon issuance of a Sales Tax Letter to User(s)/Tenant(s)

\_\_\_\_\_  
 User/Tenant Company

\_\_\_\_\_  
 Signature, Title Date

For Office Use Only	
Total Assessment Value	
Land	Building
Applicant 2602-	<u>19-040A</u>
User/Tenant 2602-	
RM	

**VII. PROJECTED EMPLOYMENT**

Complete for each Applicant or User/Tenant ITX Corp.

**Company Name:** \_\_\_\_\_

**Applicant:**  **or** **User/Tenant:**

You must include a copy of the most recent NYS-456 Quarterly Combined Withholding, Wage Reporting and Unemployment Insurance Return OR if you have multiple locations within New York State, the Bureau of Labor – BLS 3020 – Multiple Worksite Report

	Current # of jobs at proposed project location or to be relocated to project location	IF FINANCIAL ASSISTANCE IS GRANTED – project the number of FTE and PTE jobs to be RETAINED	IF FINANCIAL ASSISTANCE IS GRANTED – project the number of FTE and PTE jobs to be CREATED upon THREE Years after Project completion	Estimate number of residents of the Labor Market Area in which the Project is located that will fill the FTE and PTE jobs to be created upon THREE Years after Project Completion **
Full time (FTE)	60	60	50	50
Part Time (PTE)	2	2	0	0
Total	62	62	50	50

\*\* For purposes of this question, please estimate the number of FTE and PTE jobs that will be filled, as indicated in the third column, by residents of the Labor Marker Area, in the fourth column. The Labor Marker Area includes: Monroe County, Orleans County, Genesee County, Wyoming County, Livingston County, Ontario County, Wayne County, Yates County, and Seneca County chosen at the Agency's discretion.

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Salary and Fringe Benefits for Jobs to be Retained and/or Created:

Category of Jobs to be Retained and Created	Average Annual Salary or Range of Salary	Average Annual Fringe Benefits or Range of Fringe Benefits (stated as a percentage)
Management	\$122,295.55	22%
Professional	\$89,445.00	22%
Administrative	\$48,656.00	22%
Production	0	0
Independent Contractor	0	0
Other		

Estimated Annual Salary of NEW jobs

AVERAGE	\$68,000.00
HIGH	\$118,000.00
LOW	\$37,000.00

This information constitutes a "trade secret" and/or "information obtained from a commercial enterprise and which if disclosed would cause substantial injury to the competitive position of the subject enterprise", and, is thereby exempt from disclosure pursuant to New York Freedom of Information Law.

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**VIII. LOCAL LABOR**

To be completed by all Applicants and Users/Tenants of Projects which include the construction of new, expanded or renovated facilities:

ITX Corp.

Company Name \_\_\_\_\_

Applicant:  or User/Tenant:

All project employees of the general contractor, subcontractor, or sub to a subcontractor (contractors) working on the project must reside within the following counties in the State of New York: Monroe, Genesee, Livingston, Ontario, Orleans, Seneca, Wayne, Wyoming or Yates. The All-Local Labor criterion will be verified based on employment, payroll and related records.

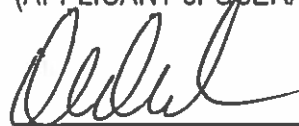
COMIDA understands that at certain times local labor may not be available within the local area. Under this condition, applicants are required to complete a waiver request of the All-Local Labor requirement prior to beginning construction. Contractors do not have to be local companies as defined herein, but must employ local people to qualify under the All-Local Labor criterion.

The foregoing terms have been read, reviewed and understood by the Applicant or User/Tenant and all appropriate personnel. Furthermore, the undersigned agrees and understands that the information contained herein must be transmitted and conveyed in a timely fashion to all applicable subcontractors, suppliers and materialman. Furthermore, the undersigned agrees to post and maintain a sign, provided by COMIDA, in a prominent, easily accessible location, identifying the project as a recipient of COMIDA assistance and the local labor requirements associated with this assistance.

Furthermore, the undersigned realizes that failure to abide by the terms herein could result in COMIDA revoking all or any portion of benefits it deems reasonable in its sole discretion for any violation hereof.

ITX Corp.

\_\_\_\_\_  
(APPLICANT or USER/TENANT COMPANY)



CEO

6/28/2019

Signature

, Title

Date

**IX. FEES**

**1. Application Fee - Send with Completed Application**

A non-refundable application fee of Three Hundred Fifty Dollars (\$350.00) shall be charged each applicant.

**2. Administrative Fee - Paid at Closing**

- (a) For tax-exempt IRB bond issues, the fee shall be one percent (1%) of the project amount. For projects that utilize a Payment In Lieu of Taxes (PILOT) agreement, an additional one-quarter percent (1/4%) will be added.
- (b) For lease/leaseback transactions and taxable bond issues, the fee shall be one-half percent (1/2%) of the project amount. For projects that utilize a Payment In Lieu of Taxes (PILOT) agreement, an additional one-quarter percent (1/4%) will be added.
- (c) For refunding outstanding COMIDA bond issues, the fee shall be one-quarter percent (1/4%) of the new issuance amount.


3. If a sales tax letter is required prior to closing, a non-refundable twenty-five percent (25%) of the Administrative Fee and Agency Counsel fee is payable at that time. This amount will be applied towards the Administrative fee and Agency Counsel Fee. The Sales Tax Letter shall only be for a three (3) month period. If the project does not have a formal closing within three (3) months of the sales tax letter being issued, and an extension is not granted, the balance of the Administrative fee and Agency Counsel fee become immediately due and payable.

4. Agency Counsel fee is one-third (1/3) of the Agency's Administrative fee, with a minimum fee for a lease/leaseback transaction of \$4,000.00.

5. Designated Bond Counsel fee is based on the complexity and amount of the transaction.

ITX Corp.

\_\_\_\_\_  
(APPLICANT or USER/TENANT COMPANY)

 CEO 6/28/2019  
Signature , Title Date

## X. CERTIFICATION

The undersigned company officer and/or user/tenant officer each hereby certifies, on behalf of the company and/or user/tenant, respectively (each singularly and together, the "Applicant"), as follows:

- A. The information contained in this Application, including employment information, is true and correct. The Applicant is aware that any material misrepresentation made in this Application constitutes an act of fraud, resulting in revocation of COMIDA benefits.
- B. The undersigned, on behalf of the Applicant, hereby certifies that the Applicant, and all parties which own a minimum of 20% of the Applicant are current and will remain current on all real property, federal, state, sales, income and withholding taxes throughout the term of any agreements made in connection with this Application.
- C. Compliance with N.Y. GML Sec. 862(1): Applicant understands and agrees that the provisions of Section 862(1) of the New York General Municipal Law, as provided below, will not be violated if Financial Assistance is provided for the proposed Project:
- § 862. Restrictions on funds of the agency. (1) No funds of the agency shall be used in respect of any project if the completion thereof would result in the removal of an industrial or manufacturing plant of the project occupant from one area of the state to another area of the state or in the abandonment of one or more plants or facilities of the project occupant located within the state, provided, however, that neither restriction shall apply if the agency shall determine on the basis of the application before it that the project is reasonably necessary to discourage the project occupant from removing such other plant or facility to a location outside the state or is reasonably necessary to preserve the competitive position of the project occupant in its respective industry.
- D. Compliance with Applicable Laws: The Applicant confirms and acknowledges that the owner, occupant, or operator receiving Financial Assistance for the proposed Project is in substantial compliance with applicable local, state and federal tax, worker protection and environmental laws, rules and regulations.
- E. False and Misleading Information: The Applicant confirms and acknowledges that the submission of any knowingly false or knowingly misleading information may lead to the immediate termination of any Financial Assistance and the reimbursement of an amount equal to all or part of any tax exemption claimed by reason of the Agency's involvement the Project.
- F. Recapture: Should the Applicant not expend as projected or hire as presented, the Agency may view such information/status as failing to meet the established standards of economic performance. In such events, some or all of the benefits taken by the Applicant will be subject to recapture.
- G. Applicant hereby releases the County of Monroe Industrial Development Agency ("Agency") from, agrees that the Agency shall not be liable for, and agrees to indemnify, defend and hold the Agency harmless from and against any and all liability arising from or expense incurred by (A) the Agency's examination and processing of, and action pursuant to or upon, this Application, regardless of whether or not this Application or the Project described herein or the tax exemptions and other assistance requested herein are favorably acted upon by the Agency; (B) the Agency's acquisition, construction, renovation and/or equipping of the Project described herein; and (C) any further action taken by the Agency with respect to the Project; including, without limiting the generality of the foregoing, all causes of action and attorneys' fees and any other expenses incurred in defending any suits or actions which may arise as a result of any of the foregoing. Applicant hereby understands and agrees, in accordance with Section 875(3) of the New York General Municipal Law, that any New York State and local sales and use tax exemption claimed by the Applicant and approved by the Agency in connection with the Project may be subject to recapture by the Agency under such terms and conditions as will be set forth in the Agent Agreement to be entered into by and between the Agency and the Applicant. The Applicant further represents and warrants that the information contained in this

Application, including without limitation, information regarding the amount of New York State and local sales and use tax exemption benefits, is true, accurate and complete.

**APPLICANT COMPANY**

ITX Corp.

 CEO 6/28/19  
Signature , Title Date

**USER/TENANT COMPANY**

\_\_\_\_\_  
Signature , Title Date