



COUNTY OF MONROE
COMIDA
INDUSTRIAL DEVELOPMENT AGENCY



2023 Year End Report

PRESENTATION TO THE BOARD OF DIRECTORS

MARCH 26, 2024

2023 RESULTS

- ▶ 27 new projects
- ▶ \$1,151,621,436 in company investments
- ▶ Projected direct job creation of 518 over three years
- ▶ 321 jobs retained



COUNTY OF MONROE
COMIDA
INDUSTRIAL DEVELOPMENT AGENCY

Approved Projects by Municipality

- ▶ Chili - 1
- ▶ Gates - 2
- ▶ Greece - 2
- ▶ Henrietta - 3
- ▶ Irondequoit - 1
- ▶ Ogden - 1
- ▶ Penfield - 1
- ▶ Perinton - 1
- ▶ Rochester- 12
- ▶ Rush - 2
- ▶ Webster - 1



Andrews Terrace Community Partners, L.P.

(PILOT, Sales Tax & Mortgage Recording Tax Exemptions, Tax-Exempt Bond Financing)

- ▶ Andrews Terrace Community Partners, L.P. purchased and is renovating the Andrews Terrace Apartment building on St Paul Street in the City of Rochester. Andrews Terrace is 526 unit affordable housing building. The building is in need of major upgrades including renovating all units, common areas, building systems as well as exterior improvements.
 - ▶ \$357 million project
 - ▶ Projected to create 1 new job, Retain 10 existing jobs

UltraPhil, LLC

(Sales Tax Exemption)

- ▶ UltraPhil, LLC is renovating a 10,000 sq. ft. space in the Sibley Square building downtown in the City of Rochester. UltraPhil, LLC is a first of its kind pilot beverage manufacturing line and R&D center. A subsidiary of JCS Process & Controls Inc, UltraPhil, LLC will work with beverage manufacturers to produce test samples of products. The facility will help expedite innovation by moving key activities back to the innovation timeline.
 - ▶ \$3.9 million project
 - ▶ Projected to create 5 new jobs

Fairlife, LLC

(PILOT, Sales Tax & Mortgage Recording Tax Exemptions)

- ▶ Fairlife, LLC, a subsidiary of The Coca-Cola Company, is constructing an approximately 750,000 sq. ft. new manufacturing operation in the Town of Webster to produce milk beverages using cold-filtration process for high protein sports drinks. The facility will include milk processing, warehouse and support services buildings. Once operational, the facility will take in 5-6 million pounds of raw whole milk per day from local dairy farmers.
 - ▶ \$660 million project – largest COMIDA project!
 - ▶ Projected to create 250 jobs

The Raymond Corporation

(Sales Tax Exemption)

- ▶ The Raymond Corporation, a subsidiary of Toyota Industries Corporation, is renovating a 23,000 sq. ft. building in the Town of Henrietta. The #1 in the global market for material handling equipment, The Raymond Corporation specializes in the design and manufacturing of electric warehouse lift trucks. The Raymond Corporation plans to expand into Monroe County to create a Center of Excellence. Monroe County was selected because of the unique workforce and access to talent at local universities.
 - ▶ \$1.9 million project
 - ▶ Projected to create 41 jobs

Workforce Development Fund

2023 Allocations

▶ **EMBARK – \$400,000**

No-Code Bootcamp and Startup Accelerator Program

▶ **RochesterWorks Advanced Recovery - \$200,000**

Training and work experience for those recovering from substance abuse disorder

▶ **RochesterWorks On the Job Training– \$250,000**

Employee upskill training program for Monroe County businesses

▶ **Rochester Childfirst Network- \$300,000**

Startup/Expansion funding for home based child care providers

▶ **YAMTEP (Year 2) – \$520,000**

Job training and wrap around services for transitioning individuals in poverty to being financially independent through employment

▶ **GRE Economic Gardening - \$50,000**

Technical assistance for startup and small businesses

▶ **1199 SEIU – \$300,000**

Training for healthcare workers with job placement

COMIDA Modernization

Objective	Result
Allocate \$2.5 million of COMIDA funds to workforce development initiatives, expenditure of funds are subject to board approval.	February 2022, COMIDA board approved the creation of the Workforce Development Fund with an initial allocation of \$2.5 million.
Develop criteria and reporting standards for funded initiatives.	Review criteria were developed and payment guidelines were established, standardizing the process.
Create a mechanism to allocate a portion of COMIDA fees for workforce initiatives.	With the establishment of the fund, the board also approved allocating 10% of each project agency fee back into the fund.
Develop cohesive staff structure focused to connect critical community stakeholders and businesses in the County.	There are now three County staff members focused on business outreach who work closely with COMIDA staff. Additional partnerships with Greater Rochester Enterprise, Greater Rochester Chamber of Commerce, and other community organizations allow for more outreach and lead generation.
Require solar projects to make a substantial contribution towards skilled trade training.	March 2022, COMIDA board amended the Renewable Energy Policy to include a mandatory \$25,000 contribution to workforce development.

Modernization Plan: Looking Ahead to 2024

- ▶ Develop programs specifically geared towards small business expansion, such as, a small business sales tax exemption program (*currently in development*)
- ▶ Update uniform project evaluation policy to reflect goals outlined in the Monroe County Comprehensive Plan (“Plan Forward”)
 - ▶ Funded by COMIDA, Plan Forward is expected to be finalized in 2024
- ▶ Evaluate job creation requirements for projects seeking real property tax abatements – focusing on equity and community benefits