Annual Report 2007

Maggie Brooks
County Executive
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COMIDA Defined

- Established 1972

- NYS General Municipal Law

- Public Benefit Corporation

- Purpose: Promote, encourage, attract and develop job and recreational opportunities and economically sound industry in Monroe County
Organization

BOARD OF DIRECTORS
Theresa Mazzullo – Chair
Robert Hurlbut – Vice Chair
Ann Burr
Lauren Doyle
Stephen Moore
Hank Stuart
Vacancy

COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY (COMIDA)

Judy Seil
Executive Director

STAFF
Elaine Liberti – Admin. Asst.
Delaine George – Exec. Asst.
Lydia Birr – Empire Zone Coordinator
Martha Malone – Research Spec.
Charon Ramirez – Admin.
PROJECTS
Projects

Projects Approved
2000-2007

(Number)

2000  2001  2002  2003  2004  2005  2006  2007
47    33    35    41    77    96    88    77
## Projects

### 2007 Highlights

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Investment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tech Park Owners</td>
<td>$90.8 Million</td>
</tr>
<tr>
<td>WilJeff, LLC</td>
<td>$72.8 Million</td>
</tr>
<tr>
<td>Carestream Health, Inc.</td>
<td>$26.0 Million</td>
</tr>
<tr>
<td>Riverview Equity-1, LLC</td>
<td>$30.0 Million</td>
</tr>
</tbody>
</table>

Total 2007 Projects: $405.4 Million  
Total Jobs Retained: 6,360  
Projected New Jobs: 1,352
## Projects

### Benefit/Cost

In Millions

<table>
<thead>
<tr>
<th>Year</th>
<th>Benefit</th>
<th>Cost</th>
<th>Benefit/Cost Ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>2004</td>
<td>$21</td>
<td>$6</td>
<td>3 to 1</td>
</tr>
<tr>
<td>2005</td>
<td>$87</td>
<td>$13</td>
<td>6 to 1</td>
</tr>
<tr>
<td>2006</td>
<td>$57</td>
<td>$14</td>
<td>4 to 1</td>
</tr>
<tr>
<td>2007</td>
<td>$59</td>
<td>$16</td>
<td>4 to 1</td>
</tr>
</tbody>
</table>

*Statistics are generated via a benefit cost model created for COMIDA by the Center for Governmental Research (CGR) which takes into account COMIDA benefits enjoyed by the applicant and the subsequent benefit to the community in the form of taxes paid. The model used is a national model using the Minnesota IMPLAN Group.*
Total 2007 Projects

Economic Development Division

Total Projects Approved: 165
Total Investment: $471 Million
Projected new jobs: 1,925
Jobs Impacted/Retained: 11,580
2007 Accomplishments

• Adopted Green JobsPlus Tax Abatement
• Adopted City Housing Tax Abatement
• Adopted Shelter Rents Tax Abatement
• Created Monroe Manufacturing Rewards Program
• Updated Marketing Materials
• Successfully Merged Procurement Technical Assistance Center (PTAC)
2007 Accomplishments

Public Authorities Accountability Act

– Board Training Completed as Directed by Authority Budget Office

– Staff Attended Public Authorities Reporting Information System (PARIS) Training

– Committees Formed

<table>
<thead>
<tr>
<th>Governance</th>
<th>Audit</th>
<th>Job Creation Compliance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Theresa Mazzullo</td>
<td>Ann Burr</td>
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</table>
BUSINESS DEVELOPMENT
Business Development

County Executive Business Outreach Program

• ABVI- Goodwill Industries
• Pierce Industries, LLC
• Plumbers & Pipefitters Local 13
• Lenel Systems International, Inc
• Southco, Inc
• Superior Technology
• Cryovac, Inc
• Gradient Lens Corp
Business Development

- Client meetings: 193
- Presentations: 39
- Attendees: 530
- Trade shows: 5
- Quarterly Newsletter Recipients: 2,500
COMMUNITY PARTNERSHIPS
Community Partnerships

Projects by Municipality

- Other Town/Villages: 18%
- Pittsford: 4%
- Chili: 4%
- Ogden: 4%
- Webster: 4%
- Perinton: 6%
- Gates: 12%
- Henrietta: 14%
- City of Rochester: 34%
Community Partnerships

The Entrepreneurs Network

To promote job growth and enhance new business creation in Upstate New York's technology sector by providing area entrepreneurs with practical, hands-on education and training programs as well as access to those resources critical for building successful new ventures.

COMIDA Funding: $155,000

Results

- Participants 47
- Companies 41
- Financing Secured $7 Million
- Jobs Created 50
Community Partnerships

Greater Rochester Enterprise
Regional economic development organization supporting business attraction and expansion, as well as entrepreneurship and innovation

COMIDA Funding: $300,000

Results
• 15 Trade Shows
• 20 Site Proposals
• New Site Selection Webtool (rochesternyprospector.com)
LOCAL INVESTMENT
Local Labor

- Projects approved since 2004 (which require 100% local labor)

- Project Costs: $1.2 Billion

- Construction and site work cost: $719 Million

- Construction jobs created: 6,217

*Statistics are generated via a benefit cost model created for COMIDA by the Center for Governmental Research (CGR) which takes into account construction jobs generated per project.
2007 COMIDA SURVEY
Survey

Conducted through SMARTInternet Marketing (SMARTSurvey)

- Companies Surveyed: 225
- Responses: 49
- Response Rate: 22%
RESULTS
How important were COMIDA benefits to your project?

- Very Important: 76%
- Somewhat Important: 14%
- Important: 10%
Without COMIDA benefits, the project would have been:
Do you agree with COMIDA’s Local Labor Policy?

- Agree: 59%
- Agree Somewhat: 24%
- Disagree Somewhat: 3%
- Disagree: 6%
- N/A: 8%
2008 GOALS
2008 Goals

• Public Authorities Accountability Act - ongoing board education

• Increased Marketing of Economic Development Programs

• Continue joint calling efforts with Economic Development Partners and GRE

• Promote local labor and local purchases

• Continue to work with CGR on updating benefit cost model