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County of Monroe Industrial Development Agency

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# Annual Report 2008



**Maggie Brooks**  
*County Executive*

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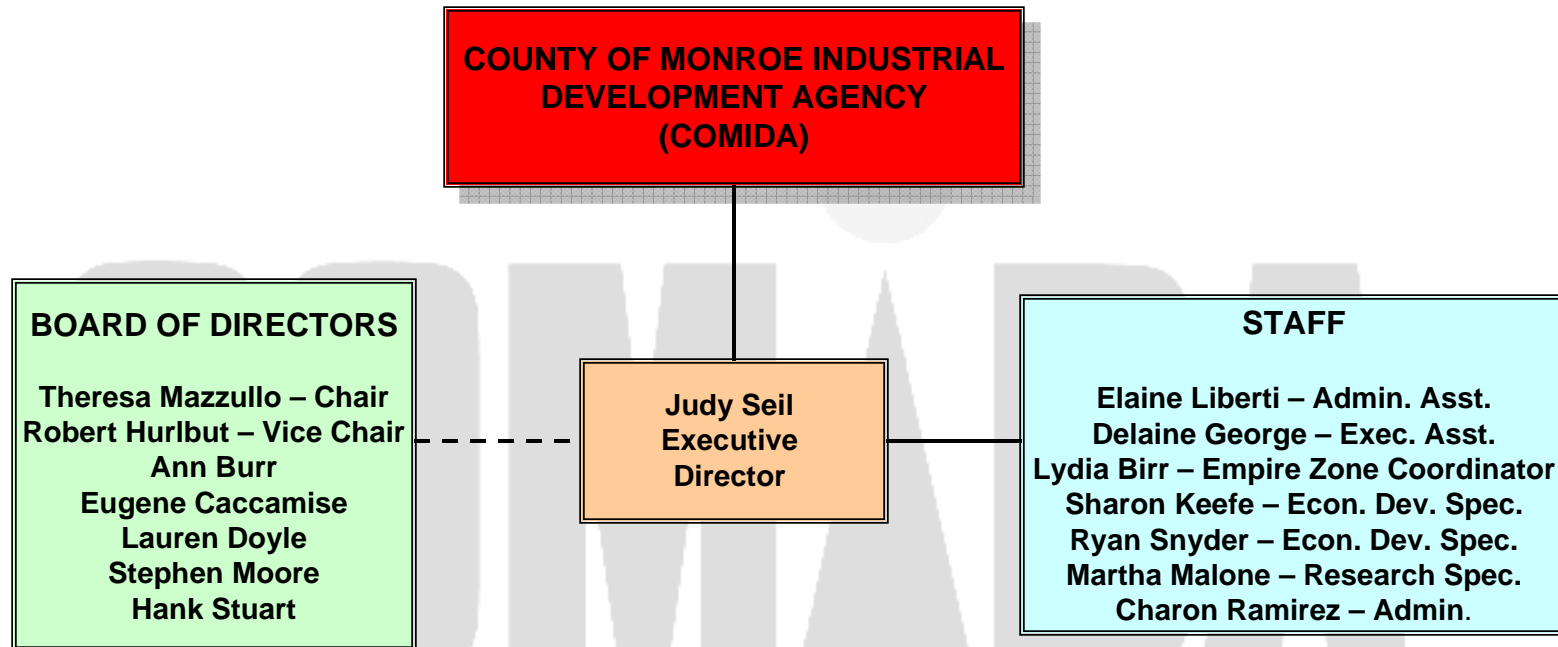
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# COMIDA Defined

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- 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



# Myth vs. Reality

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## **Myth:**

- IDAs lend money.

## **Reality:**

- IDAs do not lend money. They act as a conduit for bond financing and work with private sector banks and equity investors to fund projects.
- Total private funds to be invested by 2008 COMIDA projects are estimated at \$198 Million.

# Myth vs. Reality

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## **Myth:**

- IDAs take away from the tax base by abating property taxes.

## **Reality:**

- IDAs do not abate taxes on existing buildings. The Payment in Lieu of Taxes (PILOT) applies to the incremental increase in the value of the property. PILOT payments allow for a gradual payment of increased taxes. PILOTs do not apply to land or special district taxes.
- Total estimated new property tax revenues over 10 years for projects approved in 2008 are in excess of \$36 Million.

# Myth vs. Reality

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## **Myth:**

- IDAs use taxpayer dollars to fund their operations.

## **Reality:**

- IDA operations are funded through fee income.

# Myth vs. Reality

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## **Myth:**

- IDAs only assist BIG business.

## **Reality:**

- 89% of the 2008 projects were with companies with less than 100 employees.
- The EquiPlus program was specifically developed for small businesses. To date, this program has assisted 138 companies with 158 projects.



# Myth vs. Reality

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## **Myth:**

- IDAs have no accountability and operate behind closed doors.

## **Reality:**

- Public Hearings are advertised.
- Meetings are advertised and open to the public.
- Meetings have been held at noon on the third Tuesday of every month for at least 20 years.
- IDAs must file annual reports with the New York State Authority Budget Office.
- All financial information, policies, agendas and minutes are available on the website:

[www.growmonroe.org](http://www.growmonroe.org)

# 2008 Highlights

**Demo**

ROCHESTER, NEW YORK

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Above the fold Below the fold

## COMIDA tax deals keep firm in Gates

■ L.I. company and Webster's Datrose to expand here.

**MATTHEW DANENMAN**  
STAFF WRITER

Two companies that specialize in performing outsourcing functions for their clients are planning expansions that could mean a total of 120 new jobs in the Rochester area.

Both Webster-based Datrose Inc. and Adecco USA Inc. of Long Island received a set of tax breaks Tuesday from the County of Monroe Industrial Development Agency in exchange for their commitments to add workers.

Datrose, started in 1976, applied for \$921,000 in tax breaks for renovations to its current warehouse space and an addition to its Basher Road facility.

In exchange, the company said it will add the equivalent of 30 full-time jobs in the next three years.

Datrose Chief Financial Officer Jerome Underwood said the expansion comes as the company is using technology in its outsourcing business to try to counteract the wage advantages of the massive outsourcing industry based in India.

According to its application with the county, Datrose's expansion will let it expand the services it offers to clients in the finance/administrative area.

**Democrat and Chronicle**

ROCHESTER, NEW YORK

Section D Page 8

Above the fold Below the fold

Topic COMIDA

Brooks: Yes No

## COMIDA aids 120 new jobs

Adecco, a temporary staffing and outsourcing company, got tax breaks approved for its planned \$560,000 call and data processing center at the Rochester Tech Park in Gates. Adecco said it will add 89 jobs to the 16 it has locally.

Rebecca Valadarez, director of Adecco's operations center in Henrietta, said the 13,000-square-foot center at the tech park could be open by this summer.

In other COMIDA business, LogicalSolutions.net, a Web hosting and Web site creation business in Brighton, received tax breaks toward construction of a \$2.1 million, 16,400-square-foot office in the Science Park on the city's southeast side.

LogicalSolutions.net committed to adding the equivalent of 35 full-time jobs over the next three years.

Chief Executive Jim Salviski, who founded the company 13 years ago, said its growth has come through an aggressive acquisition strategy in which LogicalSolutions.net either relocated workers to Monroe County or moved the jobs here and hired locally to fill them.

COMIDA also approved tax breaks for a \$2.2 million expansion of FedEx Ground Package System Inc. on Thruway Park Drive in

Henrietta. The company plans to add 27 jobs through its 53,000-square-foot expansion.

A 5,600-square-foot manufacturing expansion at Pharma-Smart International Inc., located on Winton Place. The maker of blood pressure screening systems plans to add six full-time positions.

Two proposed child care facilities — Pride and Joy Quality Child Care Inc. at 5970 West Henrietta Road in Henrietta, and Doodlebugs on Fairport Nine Mile Road in Penfield — plan to create a total of 53 jobs.

Sutherland Towing's purchase of four new tow trucks. The Pittsford company plans to add four jobs within a year. [MATTHEW.DANENMAN@chronicle.com](mailto:MATTHEW.DANENMAN@chronicle.com)



Salviski

**Chronicle**

November 19, 2008

Topic COMIDA

Brooks: Yes No

## Repair shop in COMIDA

It said the Henrietta shop will be the new location for Gates Automotive, a growing business. The shop has contracts with police agencies and he said.

expansion is expected to bring in \$378,000 in tax revenue over a five-year period. The board also approved a sales-tax exemption of \$10,500 for Closing USA LLC, a Rochester tile-and-escrow company that expects to hire three full-time employees to add to its roster of 38.

COMIDA also approved 100 in tax incentives for a new medical building in North Pointe.

Landing in Greece. The University of Rochester will lease 7,800 square feet there for a sports medicine clinic, creating six jobs.

COMIDA expects \$1.26 million in new tax revenue as a result.

The board also approved a sales-tax exemption of \$10,500 for Closing USA LLC, a Rochester tile-and-escrow company that expects to hire three full-time employees to add to its roster of 38.

The company plans to buy \$150,000 in computers and hardware. COMIDA said it expects the benefit to taxpayers to total \$33,000. [JEROME.Underwood@datrose.com](mailto:JEROME.Underwood@datrose.com)

# PROJECTS

# Projects

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## COMIDA

**Total 2008 Projects**

**42**

**Total Investment**

**\$ 198 Million**

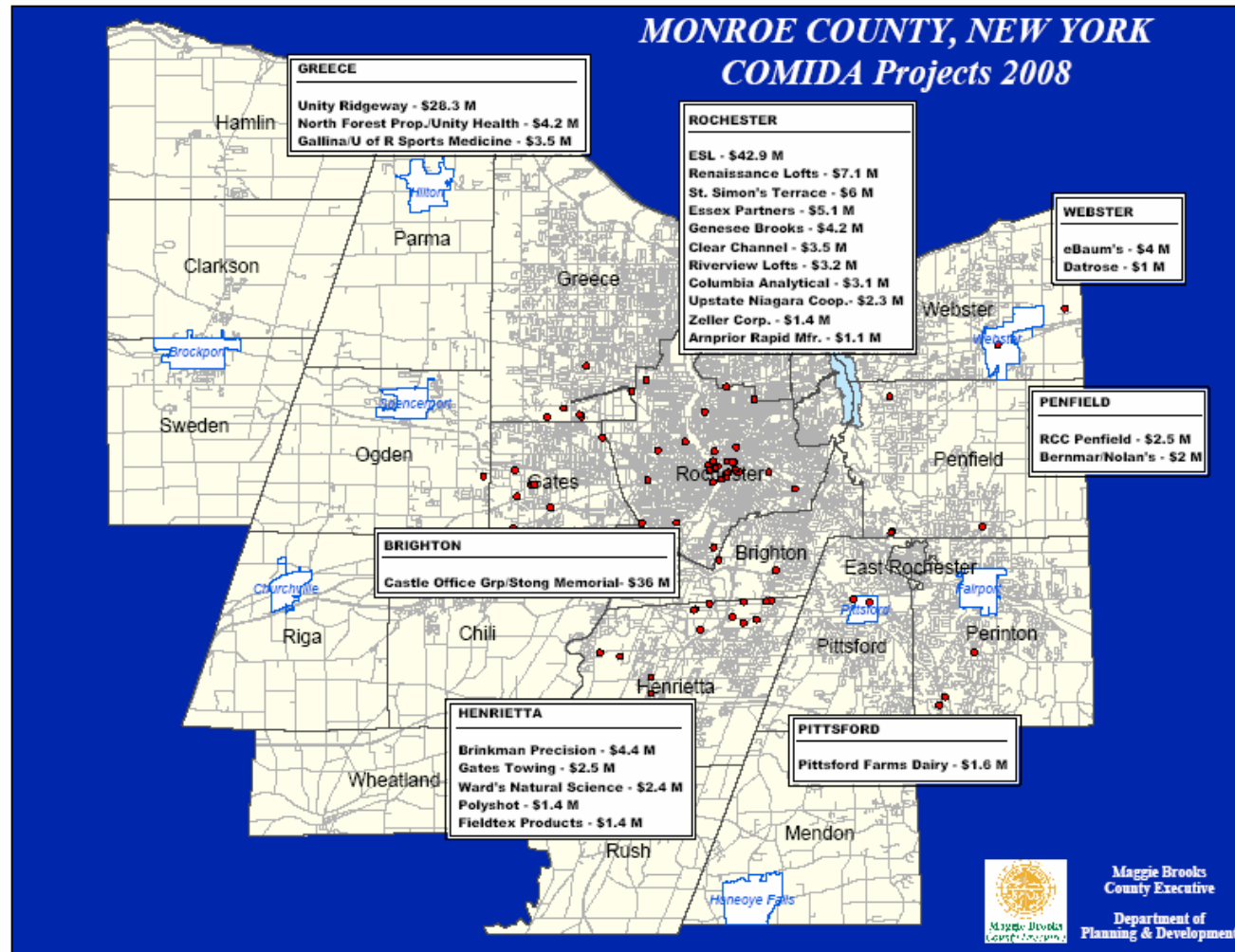
**Total Jobs Retained**

**3,005**

**Projected New Jobs**

**882**

# Projects



# Projects

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## Benefit/Cost

In Millions

<u>Year</u>	<u>Benefit</u>	<u>Cost</u>	<u>Benefit/Cost Ratio</u>
2004	\$21	\$ 6	3 to 1
2005	\$87	\$13	6 to 1
2006	\$57	\$14	4 to 1
2007	\$59	\$16	4 to 1
2008	\$58	\$19	3 to 1

\*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.

# Projects

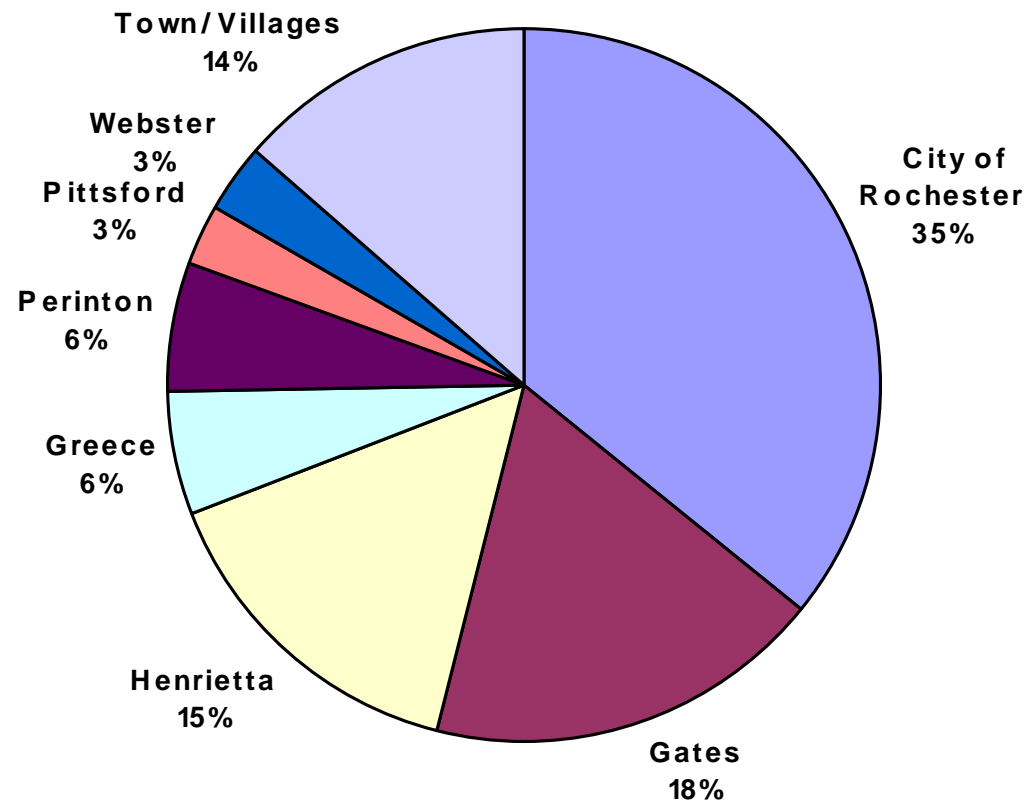
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## Economic Development Division

<b>Total 2008 Projects</b>	<b>141</b>
<b>Total Investment</b>	<b>\$308.1 Million</b>
<b>Total Jobs Retained</b>	<b>7,088</b>
<b>Projected New Jobs</b>	<b>1,870</b>

# Projects

## 2008 by Municipality





# **BUSINESS DEVELOPMENT**

# Business Development

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## County Executive Business Outreach Program

- Flower City Printing
- Peko Precisions
- Stefan Sydor Optics, Inc.
- Drapery Industries, Inc.
- Lanovara Specialty Foods, Inc.
- XLI Corporation



# Business Development

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- Client meetings 202
- Presentations 46
- Attendees 366
- Trade shows 6
- Quarterly Newsletter Recipients 2,550

# COMMUNITY PARTNERSHIPS

# Community Partnerships

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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      | 104         |
| • Companies         | 90          |
| • Jobs Created      | 70          |
| • Financing Secured | \$9 Million |

# Community Partnerships

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- Regional economic development organization
  - Business attraction and expansion

**COMIDA Funding:**

**\$300,000**

## Results

- 24 Trade Shows
- 58 Site Proposals
- Eyes on the Future Summit and Radio show

-  Campaign Launched

# Community Partnerships

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- Government contracting consulting service

## Results

- |                               |              |
|-------------------------------|--------------|
| • Companies                   | 564          |
| • Companies Awarded Contracts | 38           |
| • Contracts Value             | \$21 Million |
| • Jobs to be Created/Retained | 411 jobs     |

# Community Partnerships

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**Funding:**

**\$400,000**

- MCC Applied Technology Graduates - Precision Machining and Optical Fabrication
- Monroe County manufacturing companies
- \$1,500 bonus to Employer and the Employee after one full year



# LOCAL INVESTMENT

# Local Labor

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- Projects approved since 2004  
(which require 100% local labor) 214
- Project Costs: \$1.5 Billion
- Construction and site work cost: \$891 Million
- Construction jobs created: 7,718

# 2008 ACCOMPLISHMENTS

# 2008 Accomplishments

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- **Monroe Manufacturing Rewards Program**
- **Created Monroe Manufactures Jobs Program**
- **Expanded Local Labor Area**
- **Funded Apprenticeship Training Program**
- **Enhanced 1099 Enforcement**

# 2009 GOALS

## 2009 Goals

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- **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**