## County of Monroe Industrial Development Agency

<table>
<thead>
<tr>
<th></th>
<th>2008</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Projects</strong></td>
<td>42</td>
<td>34</td>
</tr>
<tr>
<td><strong>Investment</strong></td>
<td>$198 Million</td>
<td>$146 Million</td>
</tr>
<tr>
<td><strong>Jobs Retained</strong></td>
<td>3,005</td>
<td>1,910</td>
</tr>
<tr>
<td><strong>New Jobs</strong></td>
<td>882</td>
<td>638</td>
</tr>
</tbody>
</table>

**Source:** COMIDA YTD 2008 & COMIDA YTD 2009

**2008** top 3 – Castle Office Group $36MM
Unity Ridgeway $28MM
ESL $43MM

**2009** top 4 – Erie Harbor $27MM (Note BERSIN is NOT included in anything)
Global Hosp/Homewood $14MM
Alexander Monroe $17MM
Lidesti $10MM
County of Monroe Industrial Development Agency

- **MYTH:**
  COMIDA projects take away from the real property tax base.

- **REALITY:**
  Over the next ten years, for the 2009 projects:

<table>
<thead>
<tr>
<th>Taxes Abated</th>
<th>New Real Property Taxes</th>
</tr>
</thead>
<tbody>
<tr>
<td>$9 Million</td>
<td>$19 Million</td>
</tr>
</tbody>
</table>

34 projects
$146 Million Invested
$9 Million Abated
$19 Million in New Real Property Taxes – JUST FOR 2009 Approved projects
County of Monroe Industrial Development Agency

- **MYTH:**
  COMIDA projects generate no real benefits to the community.

- **REALITY:**
  Over the next ten years, for the 2009 projects:

<table>
<thead>
<tr>
<th>Benefits</th>
<th>Incentives</th>
</tr>
</thead>
<tbody>
<tr>
<td>$35 Million</td>
<td>$13 Million</td>
</tr>
</tbody>
</table>

  3:1

Benefits in new jobs, new real property taxes, sales tax, etc.

**Source:** Cost/Benefit Spreadsheet

These # are for 2009 approved projects only.
County of Monroe Industrial Development Agency

- **MYTH:**
  COMIDA projects use non-local labor.

- **REALITY:**
  In 2009:
  * 31 Construction Projects Approved
  * 1,500+ Construction Jobs Created
  * 220 Compliance Visits
  * Only 21 out-of-area workers found and removed from the projects

  Since 2004:
  * 250 Construction Projects Approved
  * 8,651 Local Construction Jobs Created

**Source:** Loewke Brill & Construction Spreadsheet
MYTH:
IDAs use taxpayer dollars to fund their incentives and operations.

REALITY:
IDAs are funded by fees charged to and paid by users of the programs.
County of Monroe Industrial Development Agency

- How does COMIDA reinvest this fee income?
- Programs & Partners

MCIDC  MONROE MANUFACTURES JOBS  PTAC
Greater Rochester Enterprise

The Entrepreneurs Network
County of Monroe Industrial Development Agency

- Developed by County Executive Maggie Brooks
- Connects Monroe Community College graduates and local manufacturing companies
- Total Funding - $400,000

Romold Inc. & Matthew Brooks
These are ALL the projects in 2009.
- Purchase & Renovation of a 30 Year Old Building
- Total Investment - $2.3 Million
- Impacts 21 Existing Jobs
- Projected 24% increase in employment
- Renovation of a 45 Year Old Shopping Center
- Total Investment - $21 Million
- Projected new jobs - 67
Renovation of a 55 Year Old Building
Total Investment - $6 Million
Project retains 265 jobs
Construction of new ambulatory Surgery Center for the University of Rochester

$36 Million Project

Projected new jobs - 34
- Purchase and Renovation of an existing building
- $2 Million project
- Projected new jobs - 35
- 2000 New Building – 10 Employees
- 2009 Expansion – 20 Employees
- Projected new jobs - 12
County of Monroe Industrial Development Agency

BUSINESS DEVELOPMENT ACTIVITIES

- Cover all 1,366 Square Miles of Monroe County
- 195 Calls
- 57 Presentations/Seminars to Accountants, Banks, PTAC, SBA, Conferences, etc.
- Newsletters to 2,500+
County of Monroe Industrial Development Agency

Adecco – Recruiting Center of Excellence - 120 new jobs
Lidestri – Foods Innovation Center – 50 new jobs
High Falls Brewing - Manufacturing equipment, IT upgrades and facility improvements
Weldrite – 15 new jobs