



## APPLICATION SUMMARY

**DATE:** December 17, 2019

**APPLICANT:**

Ramar Steel Sales, Inc.  
432 Portland Avenue  
Rochester, NY 14605

**CO APPLICANT & PROJECT ADDRESS:**

Ramar Stair & Railing, LLC  
432 Portland Avenue  
Rochester, NY 14605

**PROJECT SUMMARY:**

Ramar Steel Sales, Inc., founded in 1970, is a family owned, third generation business that specializes in structural steel fabrication. In 2013, the Company acquired a stair and railing business to complement its existing steel business, now known as Ramar Stair & Railing, LLC. Ramar Steel Sales, Inc. proposes to purchase a new CNC thermal cutting system to improve the capabilities in preparing steel plates that attach to structural steel beams. Ramar Stair & Railing, LLC proposes the purchase of a new CNC tube processing center to increase railing production capacity. The \$1.1 million project will impact 55 FTEs and is projected to create 3 new FTEs over the next three years. The applicants are seeking approval of sales tax exemptions only on purchases of equipment, furniture and fixtures. The Benefit/Incentive ratio is 11 : 1.

**PROJECT AMOUNT:  
EXEMPTIONS:**

\$1,101,440 – Sales Tax Exemptions Only  
\$ 87,715

**JOBS: EXISTING:  
NEW:**

55	FTEs
3	FTEs

**PUBLIC HEARING DATE:**

N/A

**BENEFIT TO INCENTIVE  
RATIO:**

11 : 1

**SEQR:**

REVIEWED AND PROCESS IS COMPLETE.

**ELIGIBILITY:**

MANUFACTURER

**APPROVED PURPOSE:**

JOB CREATION

# Cost-Benefit Analysis for Ramar Steel Sales, Inc. / Ramar Stair & Railing, LLC

Prepared by Imagine Monroe using InformAnalytics

# Executive Summary

### INVESTOR

**Ramar Steel Sales, Inc.  
& Ramar Stair & Railing,  
LLC**

### TOTAL INVESTED

**\$1.1 Million**

### LOCATION

**432 Portland Avenue  
Rochester NY 14605**

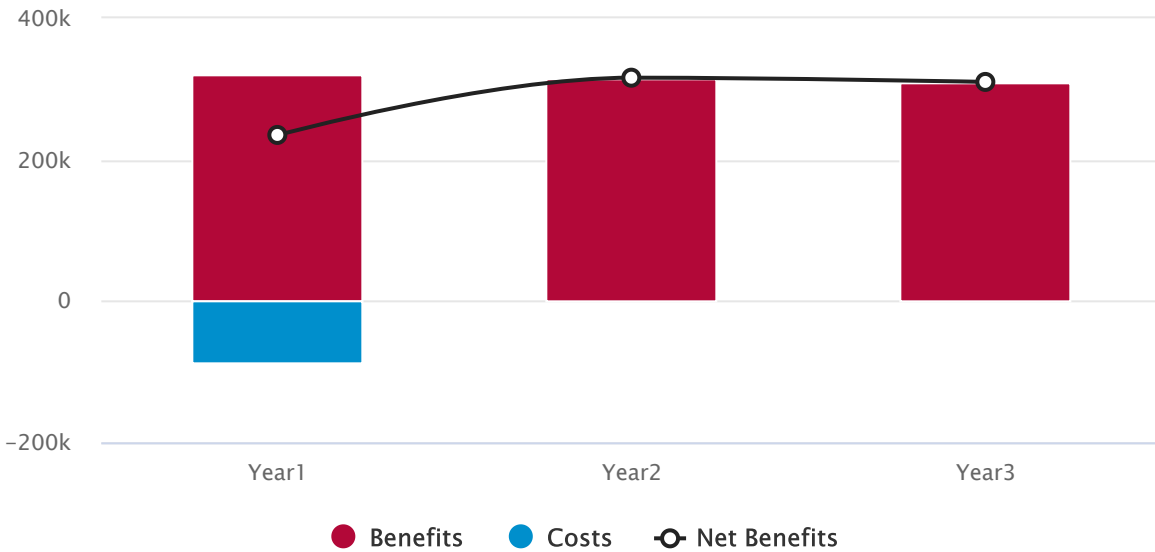
### TIMELINE

**3 Years**

F1 FIGURE 1

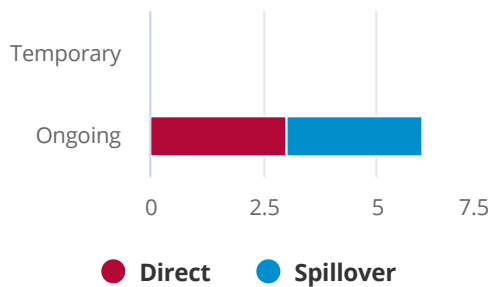
Discounted\* Net Benefits for Ramar Steel Sales, Inc. / Ramar Stair & Railing, LLC by Year

Total Net Benefits: **\$860,000**



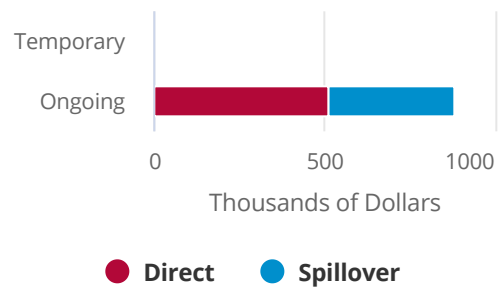
F2 FIGURE 2

### Total Jobs



F3 FIGURE 3

### Total Payroll



# Proposed Investment

Ramar Steel Sales, Inc. & Ramar Stair & Railing, LLC proposes to invest \$1.1 million at 432 Portland Avenue Rochester NY 14605 over 3 years. Imagine Monroe staff summarize the proposed with the following: Purchase of equipment

T1 TABLE 1

## Proposed Investments

Description	Amount
<b>OTHER SPENDING</b>	
Ramar Steel Sales: Equipment	\$879,000
Ramar Stair & Railing: Equipment	\$202,000
Furniture & Fixtures	\$15,000
Soft Costs	\$5,000
<b>Total Investments</b>	<b>\$1,101,000</b>
<b>Discounted Total (2%)</b>	<b>\$1,101,000</b>

May not sum to total due to rounding.

F4 FIGURE 4

## Location of Investment



# Cost-Benefit Analysis

A cost-benefit analysis of this proposed investment was conducted using InformAnalytics, an economic impact model developed by CGR. The report estimates the impact that a potential project will have on the local economy based on information provided by Imagine Monroe. The report calculates the costs and benefits for specified local taxing districts over the first 3 years, with future returns discounted at a 2% rate.

T2 TABLE 2

## Estimated Costs or Incentives

Imagine Monroe is considering the following incentive package for Ramar Steel Sales, Inc. & Ramar Stair & Railing, LLC.

Description	Nominal Value	Discounted Value*
Sales Tax Exemption	\$87,000	\$87,000
<b>Total Costs</b>	<b>\$87,000</b>	<b>\$87,000</b>

**May not sum to total due to rounding.**

\* Discounted at 2%

T3 TABLE 3

**State & Regional Impact (Life of Project)**

The following table estimates the total benefits from the project over its lifetime.

Description	Direct	Spillover	Total
<b>REGIONAL BENEFITS</b>	<b>\$531,000</b>	<b>\$381,000</b>	<b>\$912,000</b>
<b>To Private Individuals</b>	<b>\$524,000</b>	<b>\$377,000</b>	<b>\$901,000</b>
Ongoing Payroll	\$524,000	\$377,000	\$901,000
<b>To the Public</b>	<b>\$7,000</b>	<b>\$5,000</b>	<b>\$11,000</b>
Ongoing Sales Tax Revenue	\$7,000	\$5,000	\$11,000
<b>STATE BENEFITS</b>	<b>\$32,000</b>	<b>\$22,000</b>	<b>\$54,000</b>
<b>To the Public</b>	<b>\$32,000</b>	<b>\$22,000</b>	<b>\$54,000</b>
Ongoing Income Tax Revenue	\$25,000	\$17,000	\$43,000
Ongoing Sales Tax Revenue	\$7,000	\$5,000	\$11,000
<b>Total Benefits to State &amp; Region</b>	<b>\$563,000</b>	<b>\$404,000</b>	<b>\$966,000</b>
<b>Discounted Total Benefits (2%)</b>	<b>\$552,000</b>	<b>\$396,000</b>	<b>\$947,000</b>

**May not sum to total due to rounding.**

T4 TABLE 4

**Benefit to Cost Ratio**

The following benefit to cost ratios were calculated using the discounted totals.

Description	Benefit*	Cost*	Ratio
Region	\$894,000	\$43,000	21:1
State	\$53,000	\$44,000	1:1
<b>Grand Total</b>	<b>\$947,000</b>	<b>\$87,000</b>	<b>11:1</b>

**May not sum to total due to rounding.**

\* Discounted at 2%

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## APPLICATION SUMMARY

**DATE:** December 17, 2019

**APPLICANT:**

NAS Holdings, LLC  
18 N. Shore Drive  
Hilton, NY 14468

**TENANT & PROJECT ADDRESS:**

Northern Air System, Inc.  
769 Trabold Road  
Rochester, NY 14624

**PROJECT SUMMARY:**

NAS Holdings, LLC, a real estate holding company, is proposing the purchase and renovation of a 25,760 square foot commercial building in the Town of Gates for Northern Air Systems, Inc. (NAS), a related entity. Founded in 1998, NAS is a provider of specialized cooling systems worldwide. The Company provides industrial units for extreme weather conditions. Markets include mobile specialty vehicles, mobile television broadcast, military and homeland security, oil & gas, hazardous locations and aviation. NAS currently has two facilities in Monroe County and one in Baton Rouge, Louisiana. The Company is expanding and introducing new product requiring additional space. The Company considered Texas and Louisiana for this expansion before deciding on adding a third location in Monroe County. In addition to the purchase of the new building, NAS projects investments of at least \$1 million of production machinery and equipment. The applicant is seeking approval of mortgage recording tax and the tenant is seeking approval of sales tax exemptions. The Benefit/Incentive ratio is 1233 : 1.

**PROJECT AMOUNT:  
EXEMPTIONS:**

\$1,384,800 Sales & Mortgage Tax Exemptions Only  
\$ 6,456 Sales Tax Exemption  
\$ 9,781 Mortgage Recording Tax Exemption

**JOBS: EXISTING:  
NEW:**

87	FTEs
63	FTEs

**PUBLIC HEARING DATE:**

N/A

**BENEFIT TO  
INCENTIVE RATIO:**

1233 : 1

**SEQR:**

REVIEWED AND PROCESS IS COMPLETE.

**ELIGIBILITY:**

MANUFACTURER

**APPROVED PURPOSE:**

JOB CREATION



# Cost-Benefit Analysis for NAS Holdings, LLC/Northern Air Systems, Inc.

Prepared by Imagine Monroe using InformAnalytics

# Executive Summary

**INVESTOR**  
**NAS Holdings, LLC**

**TOTAL INVESTED**  
**\$1.4 Million**

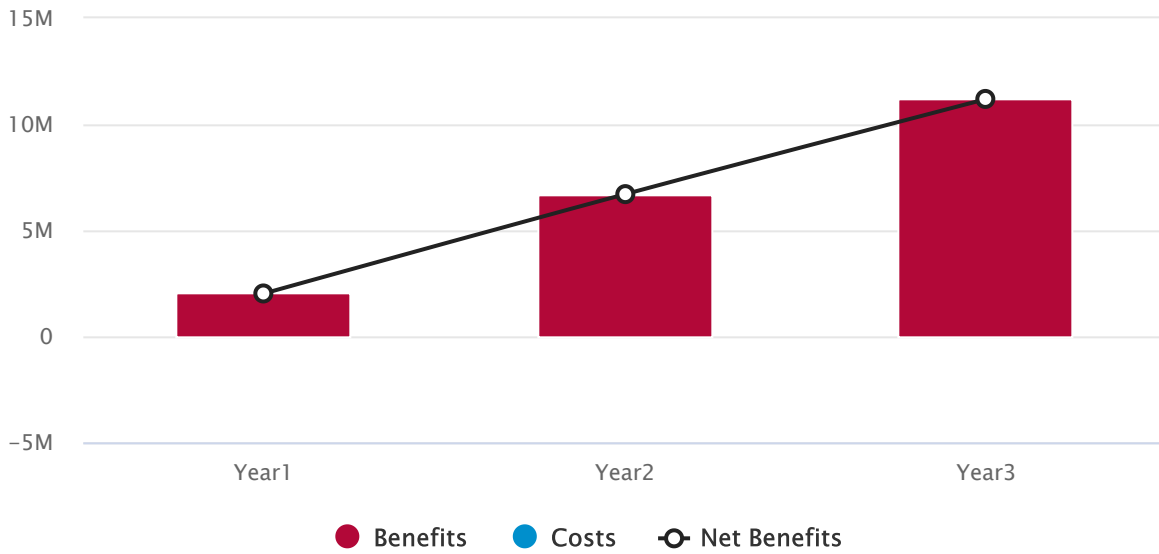
**LOCATION**  
**769 Trabold Road**  
**Rochester, NY 14624**

**TIMELINE**  
**3 Years**

F1 FIGURE 1

Discounted\* Net Benefits for NAS Holdings, LLC/Northern Air Systems, Inc. by Year

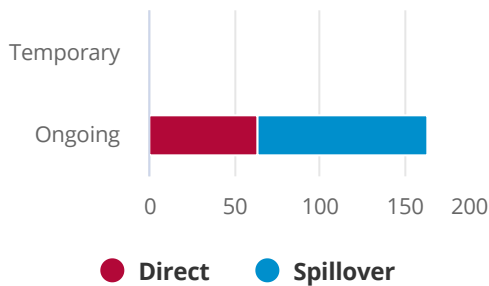
Total Net Benefits: \$19,928,000



Discounted at 2%

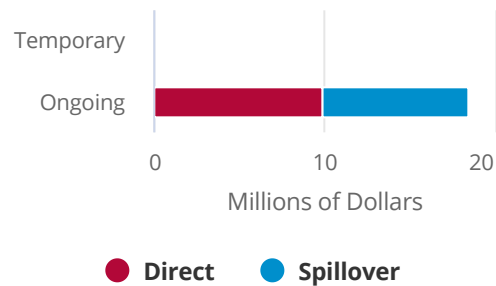
F2 FIGURE 2

Total Jobs



F3 FIGURE 3

Total Payroll



# Proposed Investment

NAS Holdings, LLC proposes to invest \$1.4 million at 769 Trabold Road Rochester, NY 14624 over 3 years. Imagine Monroe staff summarize the proposed with the following: Purchase, renovation and equipping of a 25,760 commercial building

T1 TABLE 1

## Proposed Investments

Description	Amount
<b>CONSTRUCTION SPENDING</b>	
Purchase, renovation and equipping of 25,760 square foot commercial building	\$7,000
<b>OTHER SPENDING</b>	
Land/Building Purchase	\$1,260,000
SBA Fees & Closing Costs	\$44,000
Non Manufacturing Equipment	\$28,000
Furniture & Fixtures	\$46,000
<b>Total Investments</b>	<b>\$1,385,000</b>
<b>Discounted Total (2%)</b>	<b>\$1,385,000</b>

May not sum to total due to rounding.

F4 FIGURE 4

## Location of Investment



# Cost-Benefit Analysis

A cost-benefit analysis of this proposed investment was conducted using InformAnalytics, an economic impact model developed by CGR. The report estimates the impact that a potential project will have on the local economy based on information provided by Imagine Monroe. The report calculates the costs and benefits for specified local taxing districts over the first 3 years, with future returns discounted at a 2% rate.

T2 TABLE 2

## Estimated Costs or Incentives

Imagine Monroe is considering the following incentive package for NAS Holdings, LLC.

Description	Nominal Value	Discounted Value*
Sales Tax Exemption	\$6,000	\$6,000
Mortgage Recording Tax Exemption	\$10,000	\$10,000
<b>Total Costs</b>	<b>\$16,000</b>	<b>\$16,000</b>

**May not sum to total due to rounding.**

\* Discounted at 2%

T3 TABLE 3

**State & Regional Impact (Life of Project)**

The following table estimates the total benefits from the project over its lifetime.

Description	Direct	Spillover	Total
<b>REGIONAL BENEFITS</b>	<b>\$10,350,000</b>	<b>\$8,982,000</b>	<b>\$19,332,000</b>
<b>To Private Individuals</b>	<b>\$10,223,000</b>	<b>\$8,872,000</b>	<b>\$19,095,000</b>
Temporary Payroll	\$2,000	\$782	\$3,000
Ongoing Payroll	\$10,221,000	\$8,871,000	\$19,092,000
<b>To the Public</b>	<b>\$127,000</b>	<b>\$110,000</b>	<b>\$238,000</b>
Temporary Sales Tax Revenue	\$31	\$10	\$40
Ongoing Sales Tax Revenue	\$127,000	\$110,000	\$238,000
<b>STATE BENEFITS</b>	<b>\$662,000</b>	<b>\$536,000</b>	<b>\$1,198,000</b>
<b>To the Public</b>	<b>\$662,000</b>	<b>\$536,000</b>	<b>\$1,198,000</b>
Temporary Income Tax Revenue	\$111	\$38	\$148
Ongoing Income Tax Revenue	\$533,000	\$423,000	\$956,000
Temporary Sales Tax Revenue	\$31	\$10	\$41
Ongoing Sales Tax Revenue	\$129,000	\$112,000	\$242,000
<b>Total Benefits to State &amp; Region</b>	<b>\$11,012,000</b>	<b>\$9,518,000</b>	<b>\$20,530,000</b>
<b>Discounted Total Benefits (2%)</b>	<b>\$10,698,000</b>	<b>\$9,246,000</b>	<b>\$19,944,000</b>

**May not sum to total due to rounding.**

T4 TABLE 4

**Benefit to Cost Ratio**

The following benefit to cost ratios were calculated using the discounted totals.

Description	Benefit*	Cost*	Ratio
Region	\$18,780,000	\$10,000	1938:1
State	\$1,164,000	\$6,000	179:1
<b>Grand Total</b>	<b>\$19,944,000</b>	<b>\$16,000</b>	<b>1233:1</b>

**May not sum to total due to rounding.**

\* Discounted at 2%

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## APPLICATION SUMMARY

**DATE:** December 17, 2019

**APPLICANT:** Workplace Interiors  
400 Packetts Landing  
Fairport, NY 14450

**PROJECT ADDRESS:** 10 Carlson Road  
Rochester, NY 14610

**PROJECT SUMMARY:** Workplace Interiors, LLC (WI) is a commercial distributor of office furniture and related services for business, healthcare facilities, educational institutions and government. WI has outgrown their current 5,000 square foot office in Fairport and 6,000 square foot offsite warehouse in East Rochester. The Company proposes to expand and consolidate their office and warehouse in the City of Rochester. The proposed project includes renovation and equipping of a 30,000 square foot facility at Carlson Park that has been vacant for approximately ten years. The project property consists of 12,000 square feet for offices and 18,000 for warehousing. WI will increase efficiency due to onsite warehousing and being centrally located for their customers. The \$1 million project will impact 17 FTEs and is projected to create 2 new FTEs over the next three years. The applicant is seeking approval of sales tax exemptions on construction materials, furniture, fixtures and equipment. The Benefit/Incentive ratio is 84 : 1.

**PROJECT AMOUNT:** \$1,000,000 – Sales Tax Exemptions Only  
**EXEMPTIONS:** \$ 60,000

<b>JOBS: EXISTING:</b>	17	FTEs
<b>NEW:</b>	2	FTEs

**PUBLIC HEARING DATE:** N/A

**BENEFIT TO INCENTIVE RATIO:** 84 : 1

**SEQR:** REVIEWED AND PROCESS IS COMPLETE.

**ELIGIBILITY:** REHABILITATION OF EXISTING COMMERCIAL BUILDING

**APPROVED PURPOSE:** JOB CREATION

# Cost-Benefit Analysis for Workplace Interiors, LLC

Prepared by Imagine Monroe using InformAnalytics



# Executive Summary

**INVESTOR**  
**Workplace Interiors, LLC**

**TOTAL INVESTED**  
**\$1.0 Million**

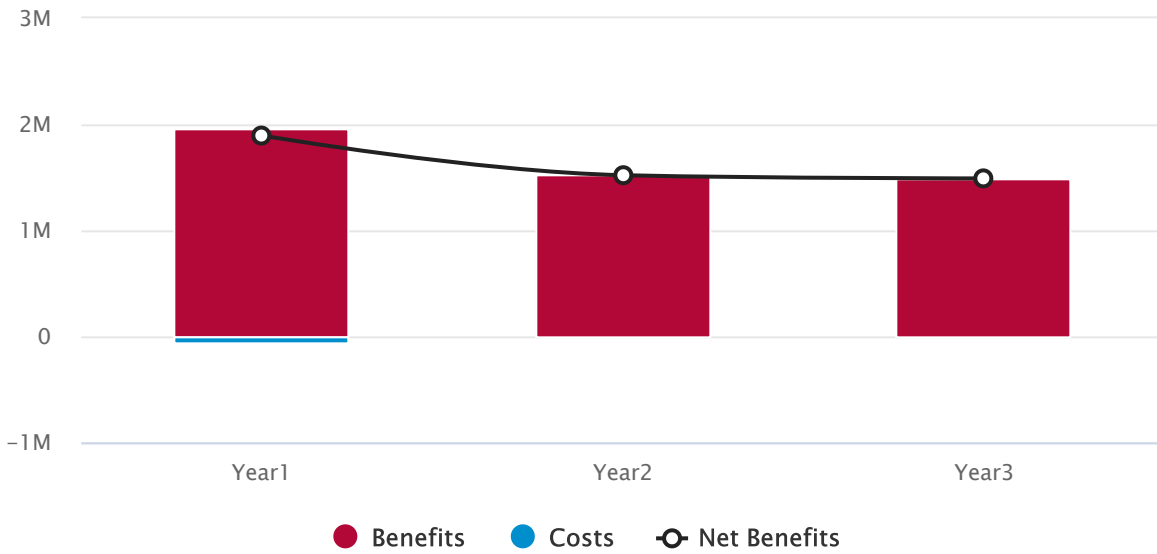
**LOCATION**  
**10 Carlson Road  
Rochester NY 14610**

**TIMELINE**  
**3 Years**

F1 FIGURE 1

Discounted\* Net Benefits for Workplace Interiors, LLC by Year

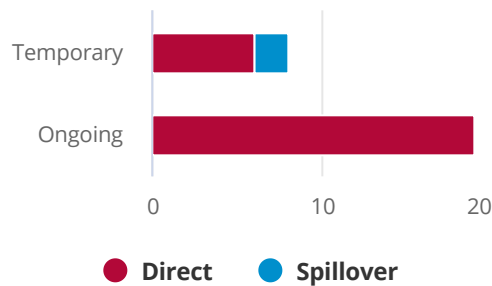
Total Net Benefits: \$4,903,000



Discounted at 2%

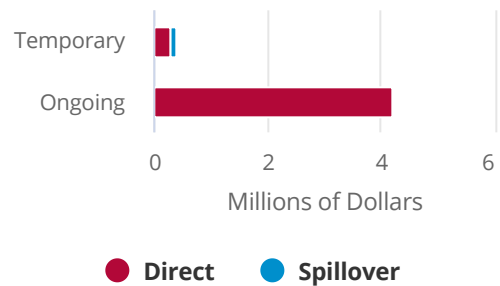
F2 FIGURE 2

Total Jobs



F3 FIGURE 3

Total Payroll



# Proposed Investment

Workplace Interiors, LLC proposes to invest \$1.0 million at 10 Carlson Road Rochester NY 14610 over 3 years. Imagine Monroe staff summarize the proposed with the following: Renovation and equipping of 30,000 square foot vacant commercial building.

T1 TABLE 1

## Proposed Investments

Description	Amount
<b>CONSTRUCTION SPENDING</b>	
Renovation and Equipping of 30,000 SF commercial space	\$775,000
<b>OTHER SPENDING</b>	
Non Manufacturing Equipment	\$25,000
Furniture & Fixtures	\$150,000
Soft Costs	\$50,000
<b>Total Investments</b>	<b>\$1,000,000</b>
<b>Discounted Total (2%)</b>	<b>\$1,000,000</b>

May not sum to total due to rounding.

F4 FIGURE 4

## Location of Investment



# Cost-Benefit Analysis

A cost-benefit analysis of this proposed investment was conducted using InformAnalytics, an economic impact model developed by CGR. The report estimates the impact that a potential project will have on the local economy based on information provided by Imagine Monroe. The report calculates the costs and benefits for specified local taxing districts over the first 3 years, with future returns discounted at a 2% rate.

T2 TABLE 2

## Estimated Costs or Incentives

Imagine Monroe is considering the following incentive package for Workplace Interiors, LLC.

Description	Nominal Value	Discounted Value*
Sales Tax Exemption	\$59,000	\$59,000
<b>Total Costs</b>	<b>\$59,000</b>	<b>\$59,000</b>

**May not sum to total due to rounding.**

\* Discounted at 2%

T3 TABLE 3

**State & Regional Impact (Life of Project)**

The following table estimates the total benefits from the project over its lifetime.

Description	Direct	Spillover	Total
<b>REGIONAL BENEFITS</b>	<b>\$4,660,000</b>	<b>\$92,000</b>	<b>\$4,751,000</b>
<b>To Private Individuals</b>	<b>\$4,603,000</b>	<b>\$90,000</b>	<b>\$4,693,000</b>
Temporary Payroll	\$286,000	\$90,000	\$376,000
Ongoing Payroll	\$4,317,000	\$0	\$4,317,000
<b>To the Public</b>	<b>\$57,000</b>	<b>\$1,000</b>	<b>\$58,000</b>
Temporary Sales Tax Revenue	\$4,000	\$1,000	\$5,000
Ongoing Sales Tax Revenue	\$54,000	\$0	\$54,000
<b>STATE BENEFITS</b>	<b>\$296,000</b>	<b>\$5,000</b>	<b>\$302,000</b>
<b>To the Public</b>	<b>\$296,000</b>	<b>\$5,000</b>	<b>\$302,000</b>
Temporary Income Tax Revenue	\$13,000	\$4,000	\$17,000
Ongoing Income Tax Revenue	\$225,000	\$0	\$225,000
Temporary Sales Tax Revenue	\$4,000	\$1,000	\$5,000
Ongoing Sales Tax Revenue	\$55,000	\$0	\$55,000
<b>Total Benefits to State &amp; Region</b>	<b>\$4,956,000</b>	<b>\$97,000</b>	<b>\$5,053,000</b>
<b>Discounted Total Benefits (2%)</b>	<b>\$4,865,000</b>	<b>\$97,000</b>	<b>\$4,962,000</b>

May not sum to total due to rounding.

T4 TABLE 4

**Benefit to Cost Ratio**

The following benefit to cost ratios were calculated using the discounted totals.

Description	Benefit*	Cost*	Ratio
Region	\$4,666,000	\$29,000	159:1
State	\$296,000	\$30,000	10:1
<b>Grand Total</b>	<b>\$4,962,000</b>	<b>\$59,000</b>	<b>84:1</b>

**May not sum to total due to rounding.**

\* Discounted at 2%

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## APPLICATION SUMMARY

**DATE:** December 17, 2019

**APPLICANT:**

65 Elmgrove Park, LLC  
100 Elmgrove Park  
Rochester, NY 14624

**TENANT & PROJECT ADDRESS:**

ComTec Solutions, LLC  
65 Elmgrove Park  
Rochester, NY 14624

**PROJECT SUMMARY:**

65 Elmgrove Park, LLC, a real estate holding company, is proposing the purchase and renovation of a 20,900 square foot commercial building in the Town of Gates for ComTec Solutions, LLC (ComTec), a related entity. ComTec, founded in 1995, is an information technology company that specializes in the implementation of Enterprise Resource Planning (ERP) systems for manufacturers, IT managed services and cloud hosting and backup. ComTec is experiencing growth and has outgrown their current facility. The proposed project property will allow ComTec to expand within the Town of Gates. The \$800,000 project will impact 33 FTEs and is projected to create 19 new FTEs over the next three years. The applicant and tenant are seeking approval of sales tax exemptions only. The Benefit/Incentive ratio is 167:1.

**PROJECT AMOUNT:  
EXEMPTIONS:**

\$800,000 – Sales Tax Exemptions Only  
\$ 30,400

**JOBS: EXISTING:  
NEW:**

33	FTEs
19	FTEs

**PUBLIC HEARING DATE:**

N/A

**BENEFIT TO INCENTIVE RATIO:**

167 : 1

**SEQR:**

REVIEWED AND PROCESS IS COMPLETE.

**ELIGIBILITY:**

REHABILITATION OF EXISTING COMMERCIAL BUILDING

**APPROVED PURPOSE:**

JOB CREATION

# Cost-Benefit Analysis for 65 Elmgrove Park, LLC/ComTec Solutions, LLC

Prepared by Imagine Monroe using InformAnalytics

# Executive Summary

**INVESTOR**  
**65 Elmgrove Park, LLC**

**TOTAL INVESTED**  
**\$800.0 Thousand**

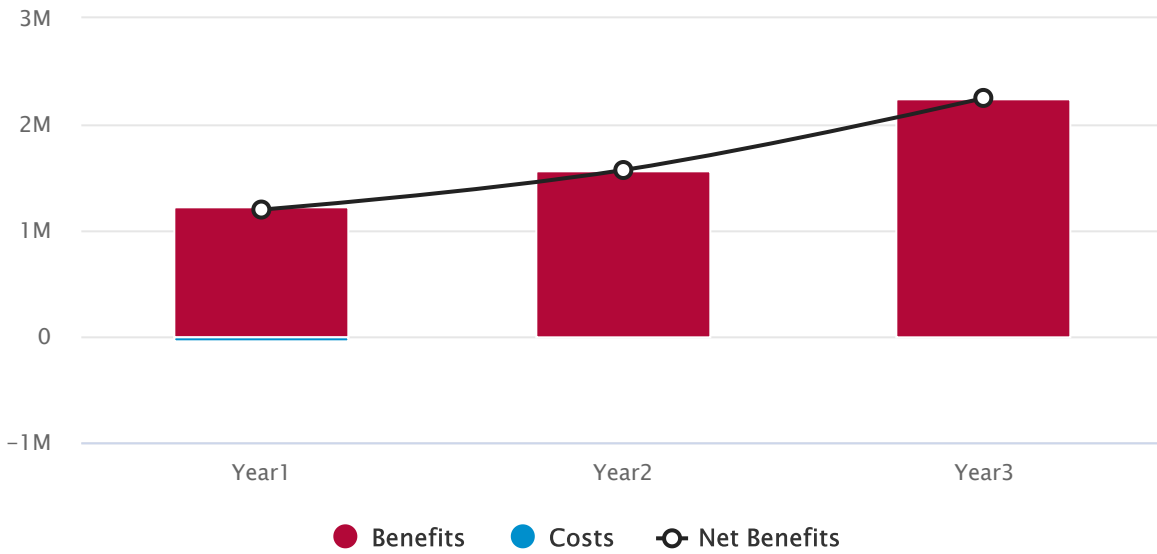
**LOCATION**  
**65 Elmgrove Park  
Rochester NY 14624**

**TIMELINE**  
**3 Years**

F1 FIGURE 1

Discounted\* Net Benefits for 65 Elmgrove Park, LLC/ComTec Solutions, LLC by Year

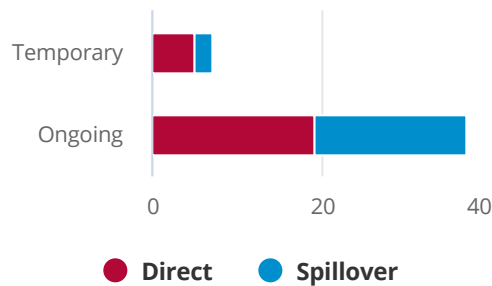
Total Net Benefits: \$5,014,000



Discounted at 2%

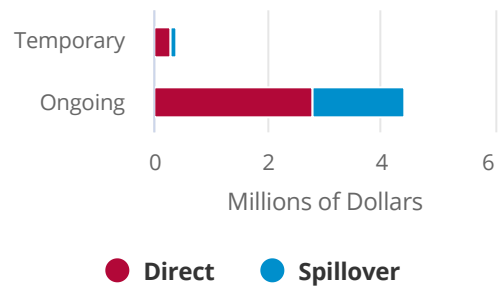
F2 FIGURE 2

Total Jobs



F3 FIGURE 3

Total Payroll





# Proposed Investment

65 Elmgrove Park, LLC proposes to invest \$800.0 thousand at 65 Elmgrove Park Rochester NY 14624 over 3 years. Imagine Monroe staff summarize the proposed with the following: Renovation of 20,900 SF commercial building for tenant, ComTec Solutions.

T1 TABLE 1

## Proposed Investments

Description	Amount
<b>CONSTRUCTION SPENDING</b>	
20,900 SF Renovation of commercial building.	\$700,000
<b>OTHER SPENDING</b>	
Furniture & Fixtures	\$100,000
<b>Total Investments</b>	<b>\$800,000</b>
Discounted Total (2%)	\$800,000

May not sum to total due to rounding.

F4 FIGURE 4

## Location of Investment



# Cost-Benefit Analysis

A cost-benefit analysis of this proposed investment was conducted using InformAnalytics, an economic impact model developed by CGR. The report estimates the impact that a potential project will have on the local economy based on information provided by Imagine Monroe. The report calculates the costs and benefits for specified local taxing districts over the first 3 years, with future returns discounted at a 2% rate.

T2 TABLE 2

## Estimated Costs or Incentives

Imagine Monroe is considering the following incentive package for 65 Elmgrove Park, LLC.

Description	Nominal Value	Discounted Value*
Sales Tax Exemption	\$30,000	\$30,000
<b>Total Costs</b>	<b>\$30,000</b>	<b>\$30,000</b>

**May not sum to total due to rounding.**

\* Discounted at 2%

T3 TABLE 3

**State & Regional Impact (Life of Project)**

The following table estimates the total benefits from the project over its lifetime.

Description	Direct	Spillover	Total
<b>REGIONAL BENEFITS</b>	<b>\$3,157,000</b>	<b>\$1,715,000</b>	<b>\$4,872,000</b>
<b>To Private Individuals</b>	<b>\$3,119,000</b>	<b>\$1,694,000</b>	<b>\$4,812,000</b>
Temporary Payroll	\$258,000	\$82,000	\$340,000
Ongoing Payroll	\$2,860,000	\$1,612,000	\$4,472,000
<b>To the Public</b>	<b>\$39,000</b>	<b>\$21,000</b>	<b>\$60,000</b>
Temporary Sales Tax Revenue	\$3,000	\$1,000	\$4,000
Ongoing Sales Tax Revenue	\$36,000	\$20,000	\$56,000
<b>STATE BENEFITS</b>	<b>\$194,000</b>	<b>\$100,000</b>	<b>\$294,000</b>
<b>To the Public</b>	<b>\$194,000</b>	<b>\$100,000</b>	<b>\$294,000</b>
Temporary Income Tax Revenue	\$12,000	\$4,000	\$15,000
Ongoing Income Tax Revenue	\$143,000	\$74,000	\$217,000
Temporary Sales Tax Revenue	\$3,000	\$1,000	\$4,000
Ongoing Sales Tax Revenue	\$36,000	\$20,000	\$57,000
<b>Total Benefits to State &amp; Region</b>	<b>\$3,351,000</b>	<b>\$1,814,000</b>	<b>\$5,166,000</b>
<b>Discounted Total Benefits (2%)</b>	<b>\$3,273,000</b>	<b>\$1,771,000</b>	<b>\$5,044,000</b>

**May not sum to total due to rounding.**

T4 TABLE 4

**Benefit to Cost Ratio**

The following benefit to cost ratios were calculated using the discounted totals.

Description	Benefit*	Cost*	Ratio
Region	\$4,757,000	\$15,000	319:1
State	\$287,000	\$15,000	19:1
<b>Grand Total</b>	<b>\$5,044,000</b>	<b>\$30,000</b>	<b>167:1</b>

**May not sum to total due to rounding.**

\* Discounted at 2%

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