



COUNTY OF MONROE
COMIDA
 INDUSTRIAL DEVELOPMENT AGENCY

APPLICATION FOR ASSISTANCE

Each applicant seeking assistance must complete this application and provide required supplemental forms/documentation.

Please answer all questions. Use "None" or "Not Applicable" where necessary. Information in this application may be subject to public review under New York State Law, except for information that is considered deniable by the Freedom of Information Law. This form is available at www.monroecountybusiness.org/application.

Please send completed application via email to EconomicDevelopment@monroecounty.gov. A **non-refundable** application fee of \$350.00 is required. Please see page 12 for additional information on costs and fees.

I. APPLICANT

A. Applicant Information

Name: Indus Hospitality Group Inc
 Address: 1180 Jefferson Road
 City/State/Zip: Rochester, NY 14623
 Tax Id No.: [REDACTED]
 Contact Name: Jett Mehta
 Title: President
 Telephone: [REDACTED]
 E-Mail: [REDACTED]

B. Applicant's Legal Counsel

Name: Robert Brenner & Brian Mahoney
 Firm: Mahoney Brenner LLP
 Address: 83 South Main Street
 City/State/Zip: Canandaigua, NY 14424
 Telephone: 585-598-1251
 Email: [REDACTED]

C. Owners of Applicant Company (must total 100%). If an LLC, LP or similar, all members/partners must be listed

Name	%	Corporate Title
<u>Jett Mehta</u>	<u>51</u>	<u></u>
<u>Hasit Mehta</u>	<u>25</u>	<u></u>
<u>Bhoopinder S. Mehta Family Trust</u>	<u>12</u>	<u>Trust</u>
<u>Kripal K. Mehta Family Trust</u>	<u>12</u>	<u>Trust</u>
<u></u>	<u></u>	<u></u>
<u></u>	<u></u>	<u></u>
<u></u>	<u></u>	<u></u>
<u></u>	<u></u>	<u></u>

D. Is the business applying for assistance certified as an MWBE or service-disabled veterans' agency? Yes No

II. PROJECT

A. Address of proposed project facility

Address: 1180 Jefferson Road

Tax Map Parcel Number: 162.07-1-12

City/Town/Village: Henrietta

School District: Rush Henrietta CSD

Zip: 14623

Current Legal Owner of Property:

1180 Jeff Road LLC

B. Benefits Requested (Check all that apply)

- Sales Tax Exemption
- Mortgage Recording Tax Exemption
- Real Property Tax Abatement
- Industrial Revenue Bond Financing

C. Description of project (check all that apply)

- New Construction
- Existing Facility
 - Acquisition
 - Expansion
- Renovation/Modernization
- Acquisition of machinery/equipment
- Other (specify) _____

D. Proposed User(s)/Tenant(s) of the Facility

If there are multiple Users/Tenants, please attach additional pages.

Are the user and owner related entities? Yes No

Company Name: _____

Address: _____

City/State/Zip: _____

Tax ID No: _____

Contact Name: _____

Title: _____

Telephone: _____

Email: _____

% of facility to be occupied by user/tenant _____

E. Owners of User/Tenant Company (must total 100%)

If an LLC, LP or similar, all members/partners must be listed

Name	%	Corporate Title
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

F. Project Timeline

Proposed Date of Acquisition: Fall 2025

Proposed Commencement Date of Construction: Fall 2025

Anticipated Completion Date: Fall/Winter 2026

G. Contractor(s)

Indus Development Company LLC

II. PROJECT (cont'd)

H. DESCRIPTION OF THE PROJECT AND BACKGROUND ON USER(S) OF THE FACILITY

NAICS Code: 721110

Indus Hospitality Group (IHG) is excited to propose the construction of a Woodsprings by Choice Hotels in Monroe County. This 48,661 sq.ft., 4 - story, 123-room extended stay property will feature a wood frame, ensuring it is an institutional quality Choice Hotel asset. Guests will enjoy a range of amenities, including complimentary breakfast and WiFi, a guest laundry, a fitness center, a business center, a suite shop, and a large outdoor recreation space with a fire pit and grilling station. Additionally, the hotel will provide 191 parking spaces, including 5 ADA and 6 EV spaces for uor guests.

We are excited about the partnership with RIT and MCC's Hospitality Management programs, offering students valuable opportunities to work in various operational roles such as front office, housekeeping, engineering, leadership, and food and beverage. With our extensive hospitality portfolio, spanning economy to mid-scale to upper-scale and extended stay properties, IHG can offer job-shadowing, training, and internships to students.

IHG is a local, family-owned hospitality company based in Rochester, NY, with over 80 locations throughout the Greater Rochester, Western New York, and Finger Lakes Region. We employ more than 1,200 individuals and are committed to supporting our community.

II. PROJECT (cont'd)

- I. Would the project be undertaken without financial assistance from the Agency? Yes No

Please explain why financial assistance is necessary.

Financial assistance is important due to the current economic landscape which poses notable challenges to the hospitality sector, especially financing new hotels. The necessity for substantial support has never been more apparent, given the financial, inflationary, and supply chain pressures we face. The new Woodspring Suites by Choice Hotels will fit Monroe Counties acute need for new, high-quality hotel rooms, especially to support significant events and growth.

This new property is critical for our competitive edge and the success of key county assets like the convention center. The addition of the Woodspring Suites by Choice Hotels in Henrietta will enhance the regions hospitality offerings and provide employment opportunities.

- J. Are other facilities or related companies located within New York State?

Yes No

Location:

See Exhibit A

Will the Project result in the removal of an industrial or manufacturing plant of the Project occupant from one area of the state to another area of the state? Yes No

Will the Project result in the abandonment of one or more plants or facilities of the Project occupant located within the state?

Yes No

If Yes to either question, explain how the Agency's Financial Assistance is required to prevent the Project from relocating out of the State, or is reasonably necessary to preserve the Applicant or User's competitive position in its respective industry:

- K. State Environmental Quality Review (SEQR) Act Compliance

COMIDA, in granting assistance to the Applicant, is required to comply with the New York State Environmental Quality Review Act (SEQR).

Does the proposed project require discretionary permit, license or other type of approval by the state or local municipality?

YES - Include a copy of any SEQR documents related to this Project including Environmental Assessment Form, Final Determination, Local Municipality Negative Declaration, etc.

NO

III. PROPERTY TAX ABATEMENT/PAYMENT IN LIEU OF TAX AGREEMENT (PILOT)

Check One:

JOBSPLUS

Requirements:

- Applicant must commit to a 10% increase in full-time equivalent employment, measured on the existing impacted employee base, over a 3 year period. The required number of jobs is _____.

LEASEPLUS

Requirements:

- University and/or medical related facilities in which a 501(c)3 entity leases from a for-profit entity.
- Company must commit to a 10% increase in full-time equivalent employment, measured on the existing impacted employee base, over a 3 year period. The required number of jobs is _____.

ENHANCED JOBSPLUS

Requirements:

- A minimum \$15 million investment **AND**
- A minimum of 100 new jobs

GREEN JOBSPLUS

Requirements:

- LEED® Certification – Project must be rated as Certified, Gold, Silver or Platinum by the United States Green Building Council's Leadership in Energy and Environmental Design (LEED®) Green Building Rating System.
- Company must commit to a 10% increase in full-time equivalent employment, measured on the existing impacted employee base, over a 3 year period. The required number of jobs is _____.

SHELTER RENT

For student housing or affordable housing projects.

Local Tax Jurisdiction Sponsored PILOT

NO PROPERTY TAX ABATEMENT IS SOUGHT FOR THIS PROJECT

IV. APPLICANT PROJECT COSTS

A. Estimate the costs necessary for the construction, acquisition, rehabilitation, improvement and/or equipment of the project by the APPLICANT.

Building Construction or Renovation

- a. Materials a. \$ 4,592,500
- b. Labor b. \$ 3,757,500

Site Work

- c. Materials c. \$ 441,000
- d. Labor d. \$ 294,000
- e. Non-Manufacturing Equipment e. \$ 0
- f. Manufacturing Equipment f. \$ 0
- g. Equipment Furniture and Fixtures g. \$ 1,285,000
- h. Land and/or Building Purchase h. \$ 1,100,000
- i. Soft Costs (Legal, Architect, Engineering) i. \$ 1,310,000
- Other (specify) j. Contingency j. \$ 750,000
- k. PM / General Cond k. \$ 1,430,000
- l. Developer Fee l. \$ 230,000
- m. _____ m. \$ _____

Total Project Costs (must equal Total Sources) \$ 15,190,000

B. Sources of Funds for Project Costs:

- a. Tax-Exempt Industrial Revenue Bond a. \$ _____
- b. Taxable Industrial Revenue Bond b. \$ _____
- c. Bank Financing c. \$ 11,935,000
- d. TOTAL Public Sources d. \$ _____

Identify below each state and federal grant/credit totaling the amount for d.)

_____ \$ _____
 _____ \$ _____
 _____ \$ _____
 _____ \$ _____

e. Equity e. \$ 3,255,000
TOTAL SOURCES (must equal Total Project Costs) \$ 15,190,000

C. Has the applicant made any arrangements for the financing of this project

Yes No

If yes, please specify bank, underwriter, etc.

V. COMPLETE FOR EACH USER/TENANT THAT IS SEEKING SALES TAX EXEMPTIONS USER(S)/TENANT(S) PROJECT COSTS

Use additional sheets as necessary

Company Name _____

A. Estimate the costs necessary for the construction, acquisition, rehabilitation, improvement, and/or equipping of the project by the user(s)/tenant(s) for which a sales tax exemption is requested.

Estimated Costs Eligible for Sales Tax Exemption Benefit

- a. Materials a. \$ _____
- b. Labor b. \$ _____
- c. Non-Manufacturing Equipment c. \$ _____
- d. Manufacturing Equipment d. \$ _____
- e. Furniture and Fixtures e. \$ _____
- Other (specify): f. _____ f. \$ _____
- g. _____ g. \$ _____
- h. _____ h. \$ _____
- i. _____ i. \$ _____

Total Project Costs \$ _____

VII. PROJECTED EMPLOYMENT

Complete for each Applicant or User/Tenant

Company Name: Indus Hospitality Group Inc

Applicant: **or** **User/Tenant:**

Applicant/Tenant creating jobs must submit most recent NYS-45 or equivalent.

	Current # of jobs at proposed project location or to be relocated to project location	IF FINANCIAL ASSISTANCE IS GRANTED – project the number of FTE and PTE jobs to be RETAINED	IF FINANCIAL ASSISTANCE IS GRANTED – project the number of FTE and PTE jobs to be CREATED upon THREE Years after Project completion	Estimate number of residents of the Labor Market Area in which the Project is located that will fill the FTE and PTE jobs to be created upon THREE Years after Project Completion **
Full time (FTE)	0	0	12	12
Part Time (PTE)	0	0	13	13
Total	0	0	18.5	18.5

** For purposes of this question, please estimate the number of FTE and PTE jobs that will be filled, as indicated in the third column, by residents of the Labor Marker Area, in the fourth column. The Labor Marker Area includes: Monroe County, Orleans County, Genesee County, Wyoming County, Livingston County, Ontario County, Wayne County, Yates County, and Seneca County chosen at the Agency's discretion.

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VIII. LOCAL LABOR

To be completed by all Applicants and Users/Tenants of Projects which include the construction of new, expanded or renovated facilities:

Company Name Indus Hospitaity Group Inc

Applicant: and/or User/Tenant:

The County of Monroe Industrial Development Agency (IDA) was established for the purpose of creating employment opportunities for, and to promote the general prosperity and economic welfare of the residents of Monroe County. The IDA offers economic incentives and benefits to qualified applicants who wish to locate or expand their businesses or facilities in Monroe County. When the IDA approves a project, it enters into agreements to extend these incentives and benefits to the applicant.

Construction jobs are vital to the overall employment opportunities and economic growth in Monroe County. The IDA believes that companies benefiting from its incentive programs should employ local laborers, mechanics, craft persons, journey workers, equipment operators, truck drivers and apprentices ("construction workers"), during the construction phase of projects.

JM

100% Local Labor

Applicants receiving IDA benefits **must** ensure that the it and/or its contractor/developer hire **100% of its construction workers from the local labor market.**

JM

Local Labor Market

For the purpose of this policy, the local labor market is defined as construction workers residing in the following counties in New York State: Monroe, Genesee, Livingston, Orleans, Ontario, Seneca, Steuben, Wayne, Wyoming and Yates.

JM

Bid Processing

Local participation in qualified projects receiving IDA economic incentives and benefits is vital to the economic growth of Monroe County. As such, all applicants/contractors/developers of a qualified project with a minimum \$5,000,000 investment must place any and all invitations to bid in the Builders Exchange of Rochester Plan Room (<https://robex.com/planroom/>) two weeks before the bids are due.

JM

Monitoring

A third-party auditing firm ("Project Monitor") will be engaged to monitor construction work commencing on the date benefits are granted by resolution of the IDA Board.

Once approved for IDA benefits, all applicants will be required to provide to the Project Monitor and the Exemption Processor (as hereinafter defined) the following information:

1. Contact information for the applicant's representative who will be responsible and accountable for providing information about the bidding and awarding of construction contracts relative to the applicant's project; and
2. Description of the nature of construction jobs created by the project, including in as much detail as possible, the number, type and duration of construction positions.

All Monroe County IDA projects are subject to local monitoring by the IDA and the Project Monitor. Proof of residency or copy of drivers' license shall be checked by the Project Monitor during the Project Monitor's periodic inspection of the project.

The Project Monitor shall issue a report to the IDA staff immediately when an applicant or applicant's contractor is not in compliance with this labor policy. IDA staff shall advise the IDA Board of non-compliance by email or at the next scheduled meeting. If a violation of policy has occurred, the Project Monitor shall notify the applicant and contractor of such non-compliance and give applicant a warning of violation and 72 hours in which to correct such violation. Upon evidence of continued non-compliance or additional violations, the IDA and/or the Project Monitor shall notify the applicant that the project is in violation of the Monroe County IDA Labor Policy and is subject to IDA Board action which may result in the revocation, termination and/or recapture of any or all benefits conferred by the IDA.

Signage

The applicant/contractor/developer of an IDA approved project shall be required to maintain a sign, provided by the Project Monitor, on the project site at all times during construction. This sign shall be located in an area that is accessible to onsite workers and visitors, which should be clear and legible.

Exemption Process

In some instances, use of 100% local labor may not be possible for any of the following reasons:

- o Warranty issues related to installation of specialized equipment whereby the manufacturer requires installation by only approved installers (a copy of the equipment warranty confirming the use of specific installers must be provided). The granting of an exemption for the use of non-local labor on warranty related grounds is expressly conditioned on either (i) said non-local sub-contractors being enrolled in a New York State certified apprenticeship program (proof of such enrollment shall be provided to the IDA upon request) or (ii) the hiring of an apprentice/apprentices or local construction laborer(s) to assist in the installation.
- o Specialized construction is required and no local contractors or local construction workers have the required skills, certifications or training to perform the work (proof of communication with local contractors, or details of the specialized construction must be provided);
- o Significant cost differentials in bids whereby use of local labor significantly increases the cost of the project. Three (3) bids are required and a cost differential of 25% is deemed significant. Where there is a significant cost differential, that if the local labor contractor agrees to reduce the bid to the average of the two bids, no waiver will be granted. However, if the average is still 25% or more, a waiver will be granted (copies of all bids/proposals received, including pricing, must be provided to confirm cost differential).
- o No local labor available for the project (if local bids were solicited with no response, please provide a copy of the bid, explain how it was advertised, and list who the bids were requested from).

The request to secure an exemption for the use of non-local labor must be received from the applicant on the exemption form provided by the IDA or the 3rd party exemption monitor (the "Exemption Processor") and received by the Exemption Process forty-five (45) days in advance of work commencing. The request will be reviewed by the Exemption Processor and forwarded to the IDA, at which time the IDA's Executive Director shall have the authority to approve or disapprove the exemption. The Exemption Processor shall report each authorized exemption to the Board of Directors at its monthly meeting.

The applicant has read the Labor Policy and agrees to adhere to it without changes and shall require its construction manager, general contractor and sub-contractors who are not exempt to acknowledge the same.


The foregoing terms have been read, reviewed and understood by the Applicant or User/Tenant and all appropriate personnel. Furthermore, the undersigned agrees and understands that the information contained herein must be transmitted and conveyed in a timely fashion to all applicable subcontractors, suppliers and materialman. Furthermore, the undersigned agrees to post and maintain a sign, provided by COMIDA, in a prominent, easily accessible location, identifying the project as a recipient of COMIDA assistance and the local labor requirements associated with this assistance.

Furthermore, the undersigned realizes that failure to abide by the terms herein could result in COMIDA revoking all or any portion of benefits it deems reasonable in its sole discretion for any violation hereof.

Indus Hospitality Group Inc

(APPLICANT COMPANY)

(TENANT COMPANY)



Signature, Title Date

Signature, Title Date

IX. FEES

Transaction Type	Fees
Real Property Tax Abatement (PILOT Agreement) including Sales Tax Exemption* and/or partial Mortgage Recording Tax Exemption.	Application Fee: Non-refundable \$350.00 IDA Fee: 0.75% of the total project cost Legal Fee: 33% of the IDA fee. Minimum fee of \$4,000.
Sales Tax Exemption* and/or partial Mortgage Recording Tax Exemption	Application Fee: Non-refundable \$350.00 IDA Fee: 0.50% of the total project cost Legal Fee: 33% of the IDA fee. Minimum fee of \$4,000 if transaction includes mortgage recording tax exemption. Minimum fee of \$750 if transaction is sales tax exemption only.
Small Business Sales Tax Exemption (Non-retail projects with total project costs under \$500,000)	Application Fee: Non-refundable \$350.00 IDA Fee: Flat fee of \$750 (\$500 for certified M/WBE or certified service disabled Veterans) Legal Fee: Flat fee of \$750
Bond: Taxable or Tax-Exempt Including any/all of the following: 1. PILOT Agreement 2. Sales Tax Exemption 3. Partial Mortgage Recording Tax Exemption	Application Fee: Non-refundable \$350.00 IDA Fee: 1.25% of the total project cost Legal Fee: 33% of the IDA fee. Designated Bond Counsel fee is based on the complexity and amount of the transaction.
Bond: Taxable or Tax-Exempt	Application Fee: Non-refundable \$350.00 IDA Fee: 1.00% of the total project cost Legal Fee: 33% of the IDA fee. Designated Bond Counsel fee is based on the complexity and amount of the transaction.

*If the sales tax benefits are required prior to closing, a non-refundable twenty-five percent (25%) of the IDA fee and Legal fees are payable at that time. This amount will be applied towards the IDA fee and Legal fee.

Indus Hospitality Group Inc

(APPLICANT COMPANY)

Signature, Title Date

(TENANT COMPANY)

Signature, Title Date

X. CERTIFICATION

The undersigned company officer and/or user/tenant officer each hereby certifies, on behalf of the company and/or user/tenant, respectively (each singularly and together, the "Applicant"), as follows:

- A. The information contained in this Application, including employment information, is true and correct. The Applicant is aware that any material misrepresentation made in this Application constitutes an act of fraud, resulting in revocation of COMIDA benefits.
- B. The undersigned, on behalf of the Applicant, hereby certifies that the Applicant, and all parties which have ownership of the Applicant are current and will remain current on all real property, federal, state, sales, income and withholding taxes throughout the term of any agreements made in connection with this Application.
- C. Absence of Conflicts of Interest – The Applicant has received from the Agency a list of the members, officers and employees of the Agency. No member, officers or employees of the Agency has an interest, whether direct or indirect, in any transaction contemplated by this Application, except as herein described: _____
- D. Compliance with N.Y. GML Sec. 862(1): Applicant understands and agrees that the provisions of Section 862(1) of the New York General Municipal Law, as provided below, will not be violated if Financial Assistance is provided for the proposed Project:
 § 862. Restrictions on funds of the agency. (1) No funds of the agency shall be used in respect of any project if the completion thereof would result in the removal of an industrial or manufacturing plant of the project occupant from one area of the state to another area of the state or in the abandonment of one or more plants or facilities of the project occupant located within the state, provided, however, that neither restriction shall apply if the agency shall determine on the basis of the application before it that the project is reasonably necessary to discourage the project occupant from removing such other plant or facility to a location outside the state or is reasonably necessary to preserve the competitive position of the project occupant in its respective industry.
- E. Compliance with Applicable Laws: The Applicant confirms and acknowledges that the owner, occupant, or operator receiving Financial Assistance for the proposed Project is in substantial compliance with applicable local, state and federal tax, worker protection and environmental laws, rules and regulations.
- F. False and Misleading Information: The Applicant confirms and acknowledges that the submission of any knowingly false or knowingly misleading information may lead to the immediate termination of any Financial Assistance and the reimbursement of an amount equal to all or part of any tax exemption claimed by reason of the Agency's involvement the Project.
- G. Recapture: Should the Applicant not expend as projected or hire as presented, the Agency may view such information/status as failing to meet the established standards of economic performance. In such events, some or all of the benefits taken by the Applicant will be subject to recapture.
- H. Pay Equity: The Applicant and/or user/tenant officer certifies on behalf of the company and/or user/tenant (the Applicant) has not been the subject of an adverse finding under the equal pay laws within the previous five years, has disclosed any pending equal pay claims against the company at time of application, and shall disclose to COMIDA any pending claims or adverse findings under the equal pay laws during the term of COMIDA financial assistance agreement.
- I. Applicant hereby releases the COMIDA ("Agency") from, agrees that the Agency shall not be liable for, and agrees to indemnify, defend and hold the Agency harmless from and against any and all liability arising from or expense incurred by (A) the Agency's examination and processing of, and action pursuant to or upon, this Application, regardless of whether or not this Application or the Project described herein or the tax exemptions and other assistance requested herein are favorably acted upon by the Agency; (B) the Agency's acquisition, construction, renovation and/or equipping of the Project described herein; and (C) any further action taken by the Agency with respect to the Project; including, without limiting the generality of the foregoing, all causes of action and attorneys' fees and any other expenses incurred in defending any suits or actions which may arise as a result of any of the foregoing. Applicant hereby understands and agrees, in accordance with Section 875(3) of the New York General Municipal Law, that any New York State and local sales and use tax exemption claimed by the Applicant and approved by the Agency in connection with the Project may be subject to recapture by the Agency under such terms and conditions as will be set forth in the Agent Agreement to be entered into by and between the Agency and the Applicant. The Applicant further represents and warrants that the information contained in this Application, including without limitation, information regarding the amount of New York State and local sales and use tax exemption benefits, is true, accurate and complete.

APPLICANT COMPANY

Indus Hospitaity Group Inc

 Signature, Title Date

TENANT COMPANY

 Signature, Title Date



EXHIBIT A

Owner/Operator Name
Indus Lake Road, Inc
Indus Panorama Trail, Inc
Indus South Union Street, LLC
Indus 36, LLC
Indus Hotels, Inc
Indus Hotels, Inc
Indus Hospitality, LLC
Indus Chili Avenue Associates, LLC
Indus Hamilton Street, Inc
Indus Elm Street, LLC
Indus Mehta Properties, LLC
Indus Mehta Properties, LLC
Indus 19, LLC
Indus 332, LLC
Indus 31, LLC
Indus East Union Street LLC
Indus Lake Road II, LLC
Indus Hamilton Street, Inc
Indus MSF, LLC
Indus North Goodman, LLC
Indus FSD, LLC
Indus Lehigh Station, LLC

County of Monroe Industrial Development Agency

MRB Cost Benefit Calculator



Date: November 18, 2025
 Project Title: Indus Hospitality Group Inc.
 Project Location: 1180 Jefferson Road, Rochester, NY 14623

Economic Impacts

Summary of Economic Impacts over the Life of the PILOT

Project Total Investment
 \$15,190,000

	Temporary (Construction)		
	Direct	Indirect	Total
Jobs	77	17	94
Earnings	\$4,683,110	\$888,579	\$5,571,689
Local Spend	\$12,152,000	\$3,024,862	\$15,176,862

	Ongoing (Operations)		
	Direct	Indirect	Total
Jobs	19	6	25
Earnings	\$13,069,967	\$6,589,313	\$19,659,279

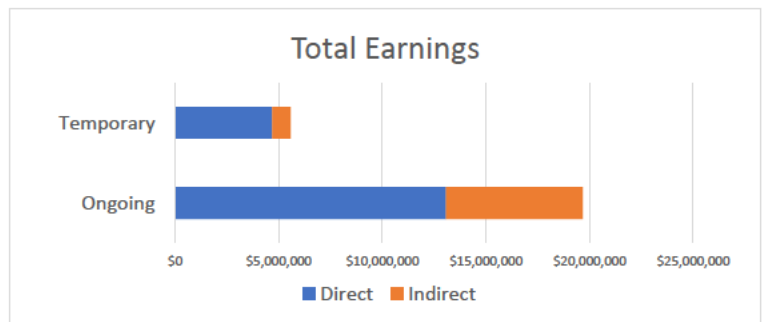
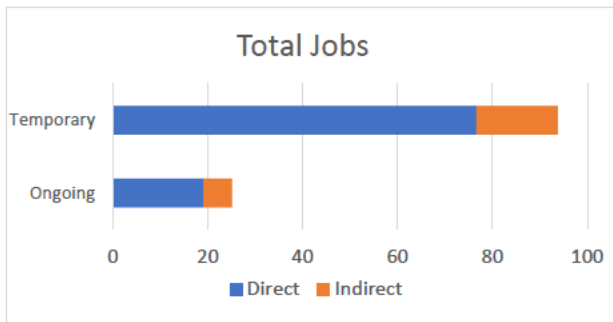
Figure 1



Net Benefits chart will always display construction through year 10, irrespective of the length of the PILOT.

Figure 2

Figure 3



Fiscal Impacts



Cost-Benefit Analysis Tool powered by MRB Group

Estimated Costs of Exemptions

	Nominal Value	Discounted Value*
Property Tax Exemption	\$0	\$0
Sales Tax Exemption	\$505,480	\$505,480
Local Sales Tax Exemption	\$252,740	\$252,740
State Sales Tax Exemption	\$252,740	\$252,740
Mortgage Recording Tax Exemption	\$89,513	\$89,513
Local Mortgage Recording Tax Exemption	\$29,838	\$29,838
State Mortgage Recording Tax Exemption	\$59,675	\$59,675
Total Costs	\$594,993	\$594,993

State and Local Benefits

	Nominal Value	Discounted Value*
Local Benefits	\$25,407,585	\$23,344,592
To Private Individuals	\$25,230,969	\$23,182,315
Temporary Payroll	\$5,571,689	\$5,571,689
Ongoing Payroll	\$19,659,279	\$17,610,626
Other Payments to Private Individuals	\$0	\$0
To the Public	\$176,617	\$162,276
Increase in Property Tax Revenue	\$0	\$0
Temporary Jobs - Sales Tax Revenue	\$39,002	\$39,002
Ongoing Jobs - Sales Tax Revenue	\$137,615	\$123,274
Other Local Municipal Revenue	\$0	\$0
State Benefits	\$1,312,010	\$1,205,480
To the Public	\$1,312,010	\$1,205,480
Temporary Income Tax Revenue	\$250,726	\$250,726
Ongoing Income Tax Revenue	\$884,668	\$792,478
Temporary Jobs - Sales Tax Revenue	\$39,002	\$39,002
Ongoing Jobs - Sales Tax Revenue	\$137,615	\$123,274
Total Benefits to State & Region	\$26,719,596	\$24,550,072

Benefit to Cost Ratio

	Benefit*	Cost*	Ratio
Local	\$23,344,592	\$282,578	83:1
State	\$1,205,480	\$312,415	4:1
Grand Total	\$24,550,072	\$594,993	41:1

*Discounted at 2%

Additional Comments from IDA

This is a good project.

Does the IDA believe that the project can be accomplished in a timely fashion? Yes

AS ACTED UPON DURING A DULY NOTICED OPEN MEETING OF THE TOWN BOARD OF THE TOWN OF HENRIETTA, COUNTY OF MONROE, STATE OF NEW YORK, HELD AT THE HENRIETTA TOWN HALL AT 475 CALKINS ROAD, HENRIETTA, NEW YORK ON APRIL 10, 2025 AT 6:00 P.M.

RESOLUTION #7-148/2025 Accept the SEQR Determination and issue a Negative Declaration for the Woodspring Suites Hotel.

On Motion of
Councilmember Stafford

Seconded by
Councilmember Barley

WHEREAS, the Town of Henrietta received an application (the "Application") from Indus Hospitality Group, Inc. (the "Applicant") requesting Special Use Permit approvals for the development of the property known as Woodspring Suites Hotel, in an Industrial Zoned District, on a future 1.98 +/- acre parcel being located at 1180 Jefferson Road and part of Tax Account No. 162.07-1-12 (the "Property"), as follows: (1) to construct a four-story hotel with approximately 122 rooms; and (2) to construct said hotel with a height of 48 feet whereas Town Code only permits a height of 40 feet (the "Project"); and

WHEREAS, the Town Board was established as the Lead Agency by Resolution #4-105/2025 on February 27, 2025, and conducted a coordinated environmental review in accordance with the New York State Environmental Quality Review Act ("SEQR"); and

WHEREAS, the Town Board has carefully reviewed and considered all relevant documentary, testimonial, and other evidence presented to the Town Board prior to, at, and subsequent to Public Hearings held on the Applications on March 19, 2025 and April 10, 2025, together with input from Town staff, and other advisory Boards, and other agencies, and has considered and taken a hard look at all potential environmental impacts of the Project; and

WHEREAS, the Town Board has completed Parts 2 and 3 of the EAF, which are attached hereto, and has carefully considered the information contained therein.

THEREFORE, BE IT RESOLVED, that the Henrietta Town Board hereby approves the attached Part 2 of said EAF.

BE IT FURTHER RESOLVED, that the Town Board hereby finds that the proposal will not have any significant adverse environmental impacts, as more fully set forth in the record, and in Part 3 of the EAF, including in the attachment thereto.

BE IT FURTHER RESOLVED, that the Town Board hereby approves Part 3 of the EAF, including the narrative attached thereto, confirming its findings in Part 2 of the EAF, and setting forth its basis and reasoning for finding that there are no potential significant adverse environmental impacts.

BE IT FURTHER RESOLVED, that in accordance with its adoption of Part 3 of the EAF, the Town Board hereby issues a Negative Declaration with regard to the action, finding that the proposal will not have any significant adverse environmental impacts.

BE IT FURTHER RESOLVED, that the Town Board directs that the Negative Declaration be filed in accordance with SEQR Regulations, that the Supervisor is authorized to execute such necessary documents and to take such other actions as will facilitate an orderly and proper SEQR process.

Duly put to a vote:
Councilmember Page Aye
Councilmember Bellanca Aye
Councilmember Barley Aye
Councilmember Stafford Aye
Supervisor Schultz Aye

RESOLUTION ADOPTED

Short Environmental Assessment Form

Part 1 - Project Information


Instructions for Completing

Part 1 – Project Information. The applicant or project sponsor is responsible for the completion of Part 1. Responses become part of the application for approval or funding, are subject to public review, and may be subject to further verification. Complete Part 1 based on information currently available. If additional research or investigation would be needed to fully respond to any item, please answer as thoroughly as possible based on current information.

Complete all items in Part 1. You may also provide any additional information which you believe will be needed by or useful to the lead agency; attach additional pages as necessary to supplement any item.

Part 1 – Project and Sponsor Information			
Name of Action or Project: Woodspring Suites Hotel			
Project Location (describe, and attach a location map): 1180 Jefferson Road (southwest corner of existing parking lot)			
Brief Description of Proposed Action: The proposal is subdivide a +/-14.8 acre parcel into 2 lots for the development of a 4-story (+/-12,500 sf footprint, +/-48' tall), +/-122 room Woodspring Suites hotel on +/-1.98 acres in the Town. A Special Use Permit to allow a maximum building height (>40' allowed) and the hotel use within the Industrial district are being requested from the Town of Henrietta Town Board.			
Name of Applicant or Sponsor: Indus Hospitality Group, Inc. (John Ott)		Telephone: 585-313-3380 E-Mail: jott@indushg.com	
Address: 950 Panorama Trail South			
City/PO: Rochester		State: NY	Zip Code: 14625
1. Does the proposed action only involve the legislative adoption of a plan, local law, ordinance, administrative rule, or regulation? If Yes, attach a narrative description of the intent of the proposed action and the environmental resources that may be affected in the municipality and proceed to Part 2. If no, continue to question 2.			NO <input type="checkbox"/>
			YES <input type="checkbox"/>
2. Does the proposed action require a permit, approval or funding from any other government Agency? If Yes, list agency(s) name and permit or approval: SUP - Town Board Site Plan Approval & Subdivision Approval from Town Planning Board			NO <input type="checkbox"/>
			YES <input checked="" type="checkbox"/>
3. a. Total acreage of the site of the proposed action?		±14.8 acres	
b. Total acreage to be physically disturbed?		±1.98 acres	
c. Total acreage (project site and any contiguous properties) owned or controlled by the applicant or project sponsor?		±1.98 acres(hotel lot to be owned by applicant)	
4. Check all land uses that occur on, are adjoining or near the proposed action:			
5. <input type="checkbox"/> Urban <input type="checkbox"/> Rural (non-agriculture) <input checked="" type="checkbox"/> Industrial <input checked="" type="checkbox"/> Commercial <input type="checkbox"/> Residential (suburban)			
<input type="checkbox"/> Forest <input type="checkbox"/> Agriculture <input type="checkbox"/> Aquatic <input checked="" type="checkbox"/> Other(Specify): State Highways			
<input type="checkbox"/> Parkland			

5. Is the proposed action,	NO	YES	N/A
a. A permitted use under the zoning regulations? (subject to Special Permit)	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Consistent with the adopted comprehensive plan?	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
6. Is the proposed action consistent with the predominant character of the existing built or natural landscape?	NO	YES	
	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
7. Is the site of the proposed action located in, or does it adjoin, a state listed Critical Environmental Area? If Yes, identify: _____	NO	YES	
	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
8. a. Will the proposed action result in a substantial increase in traffic above present levels? b. Are public transportation services available at or near the site of the proposed action? c. Are any pedestrian accommodations or bicycle routes available on or near the site of the proposed action?	NO	YES	
	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
9. Does the proposed action meet or exceed the state energy code requirements? If the proposed action will exceed requirements, describe design features and technologies: proposed action will meet applicable code requirements. _____	NO	YES	
	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
10. Will the proposed action connect to an existing public/private water supply? If No, describe method for providing potable water: _____	NO	YES	
	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
11. Will the proposed action connect to existing wastewater utilities? If No, describe method for providing wastewater treatment: _____	NO	YES	
	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
12. a. Does the project site contain, or is it substantially contiguous to, a building, archaeological site, or district which is listed on the National or State Register of Historic Places, or that has been determined by the Commissioner of the NYS Office of Parks, Recreation and Historic Preservation to be eligible for listing on the State Register of Historic Places? b. Is the project site, or any portion of it, located in or adjacent to an area designated as sensitive for archaeological sites on the NY State Historic Preservation Office (SHPO) archaeological site inventory?	NO	YES	
	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
13. a. Does any portion of the site of the proposed action, or lands adjoining the proposed action, contain wetlands or other waterbodies regulated by a federal, state or local agency? b. Would the proposed action physically alter, or encroach into, any existing wetland or waterbody?	NO	YES	
	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
If Yes, identify the wetland or waterbody and extent of alterations in square feet or acres: _____ The hotel development footprint and disturbance for construction will be within an existing impervious area. No wetlands or waterbodies exist on the hotel project site nor will be disturbed. _____			

14. Identify the typical habitat types that occur on, or are likely to be found on the project site. Check all that apply:		
<input type="checkbox"/> Shoreline <input type="checkbox"/> Forest <input type="checkbox"/> Agricultural/grasslands <input type="checkbox"/> Early mid-successional <input type="checkbox"/> Wetland <input checked="" type="checkbox"/> Urban <input type="checkbox"/> Suburban		
15. Does the site of the proposed action contain any species of animal, or associated habitats, listed by the State or Federal government as threatened or endangered?	NO	YES
	<input checked="" type="checkbox"/>	<input type="checkbox"/>
16. Is the project site located in the 100-year flood plan?	NO	YES
	<input checked="" type="checkbox"/>	<input type="checkbox"/>
17. Will the proposed action create storm water discharge, either from point or non-point sources?	NO	YES
If Yes,	<input type="checkbox"/>	<input checked="" type="checkbox"/>
a. Will storm water discharges flow to adjacent properties?	<input type="checkbox"/>	<input checked="" type="checkbox"/>
b. Will storm water discharges be directed to established conveyance systems (runoff and storm drains)?	<input type="checkbox"/>	<input checked="" type="checkbox"/>
If Yes, briefly describe:		
Storm runoff to existing and proposed storm sewer systems.		
18. Does the proposed action include construction or other activities that would result in the impoundment of water or other liquids (e.g., retention pond, waste lagoon, dam)?	NO	YES
If Yes, explain the purpose and size of the impoundment:	<input checked="" type="checkbox"/>	<input type="checkbox"/>
19. Has the site of the proposed action or an adjoining property been the location of an active or closed solid waste management facility?	NO	YES
If Yes, describe:	<input checked="" type="checkbox"/>	<input type="checkbox"/>
20. Has the site of the proposed action or an adjoining property been the subject of remediation (ongoing or completed) for hazardous waste?	NO	YES
If Yes, describe:	<input type="checkbox"/>	<input checked="" type="checkbox"/>
The +/- 14.8 acre parcel is adjacent to 99 Ridgeland Road which is on the State's Remediation database as a Voluntary Cleanup Program and classified as 'Completed'. This site is over 500' north from the proposed hotel.		
I CERTIFY THAT THE INFORMATION PROVIDED ABOVE IS TRUE AND ACCURATE TO THE BEST OF MY KNOWLEDGE		
Applicant/sponsor/name: <u>BME Associates (agent for applicant); Rebecca R. Spurr, P.E.</u> Date: <u>1/30/25</u>		
Signature: <u></u> Title: <u>Project Engineer</u>		

Project:	SUP 2025-(008-009)
Date:	April 2, 2025

Short Environmental Assessment Form

Part 2 - Impact Assessment

Part 2 is to be completed by the Lead Agency.

Answer all of the following questions in Part 2 using the information contained in Part 1 and other materials submitted by the project sponsor or otherwise available to the reviewer. When answering the questions the reviewer should be guided by the concept “Have my responses been reasonable considering the scale and context of the proposed action?”

	No, or small impact may occur	Moderate to large impact may occur
1. Will the proposed action create a material conflict with an adopted land use plan or zoning regulations?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
2. Will the proposed action result in a change in the use or intensity of use of land?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
3. Will the proposed action impair the character or quality of the existing community?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
4. Will the proposed action have an impact on the environmental characteristics that caused the establishment of a Critical Environmental Area (CEA)?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
5. Will the proposed action result in an adverse change in the existing level of traffic or affect existing infrastructure for mass transit, biking or walkway?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
6. Will the proposed action cause an increase in the use of energy and it fails to incorporate reasonably available energy conservation or renewable energy opportunities?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
7. Will the proposed action impact existing:	<input checked="" type="checkbox"/>	<input type="checkbox"/>
a. public / private water supplies?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. public / private wastewater treatment utilities?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
8. Will the proposed action impair the character or quality of important historic, archaeological, architectural or aesthetic resources?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
9. Will the proposed action result in an adverse change to natural resources (e.g., wetlands, waterbodies, groundwater, air quality, flora and fauna)?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
10. Will the proposed action result in an increase in the potential for erosion, flooding or drainage problems?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
11. Will the proposed action create a hazard to environmental resources or human health?	<input checked="" type="checkbox"/>	<input type="checkbox"/>


Project: SUP 2025-(008-009)

Date: April 2, 2025

Short Environmental Assessment Form Part 3 Determination of Significance

For every question in Part 2 that was answered "moderate to large impact may occur", or if there is a need to explain why a particular element of the proposed action may or will not result in a significant adverse environmental impact, please complete Part 3. Part 3 should, in sufficient detail, identify the impact, including any measures or design elements that have been included by the project sponsor to avoid or reduce impacts. Part 3 should also explain how the lead agency determined that the impact may or will not be significant. Each potential impact should be assessed considering its setting, probability of occurring, duration, irreversibility, geographic scope and magnitude. Also consider the potential for short-term, long-term and cumulative impacts.

For the support documentation for Part 2, see the attached "EAF Part 3 for Woodspring Suites Hotel at 1180 Jefferson Road" Town Board supplement dated April 2, 2025.

<input type="checkbox"/> Check this box if you have determined, based on the information and analysis above, and any supporting documentation, that the proposed action may result in one or more potentially large or significant adverse impacts and an environmental impact statement is required.	
<input checked="" type="checkbox"/> Check this box if you have determined, based on the information and analysis above, and any supporting documentation, that the proposed action will not result in any significant adverse environmental impacts.	
Henrietta Town Board	<u>4/10/2025</u>
Name of Lead Agency	Date
Stephen L. Schultz	Town Supervisor
Print or Type Name of Responsible Officer in Lead Agency	Title of Responsible Officer
	<u>Christina E. Marti</u>
Signature of Responsible Officer in Lead Agency	Signature of Preparer (if different from Responsible Officer)

PRINT FORM

**EAF Part 3 for Windspring Suites
1180 Jefferson Road
Part of Tax Account No. 162.07-1-12**

April 7, 2025

In addition to the narrative below, this EAF Part 2 hereby incorporates the following, which is made a part of this Part 3 reasoned elaboration;

- a. Town Board Special Use Permits Application SP-2025-008/009 for Windspring Suites Hotel at 1180 Jefferson Road, prepared by BME Associates, dated January 31, 2025;
- b. Short Environmental Assessment Form, Part 1, prepared by BME Associates, dated January 30, 2025;
- c. Site Concept Plan for 1180 Jefferson Road - Hotel, prepared by BME Associates, dated January 31, 2025;
- d. Email from Zachary J. Starke, PE of the New York State Department of Transportation to Rebecca Spurr, PE of BME Associates dated February 12, 2025;
- e. Letter from Christopher Reeve, PE of the New York State Department of Transportation to Christopher E. Martin, PE of the Town of Henrietta dated March 20, 2025;
- f. Letter from Anthony Piascik of the Monroe County Water Authority to Christopher E. Martin, PE dated March 5, 2025;
- g. Letter from Adam J. Bello, Monroe County Executive to Stephen L. Schultz, Henrietta Town Supervisor dated March 21, 2025;
- h. Letter from Loren R. Flaum of 1180 Jeff Road, LLC to Rebecca Wiesner of the Town of Henrietta dated April 7, 2025.

1. Material Conflict with Adopted Land Use Plan or Zoning

The property is zoned Industrial, and hotels are a permitted use in this district as long as a special use permit is obtained from the Henrietta Town Board. Since there are already numerous hotels located along Jefferson Road in the vicinity of this project, the proposal for a new hotel is not expected to have a significant adverse impact.

2. Change in Use or Intensity of the Use of Land

The parcel is currently located within an unused portion of the plaza's parking lot, so the new hotel is not expected to have a significant adverse impact.

3. Impairment of the Character or Quality of the Existing Community

There are currently existing commercial uses within the vicinity of 1180 Jefferson Road. Also, the area is surrounded by other hotels, restaurants and retail uses. As a result, the proposal to add a hotel is not expected to have a significant adverse impact.

4. Impact on Critical Environmental Areas

No impact; there are no CEA's located within or adjacent to the site.

5. Impact on Transportation

Minor impact; even though there may be a minor increase in traffic caused by the proposed hotel, in an email from the NYSDOT to BME Associates, the NYSDOT did not see the need of any permits from them and no further review was required.

6. Impacts on Energy

No impact; the energy system in this area is more than adequate to handle the demands from this hotel.

7. Impact on Existing Water Supplies and Wastewater Treatment Facilities

No impact; the water and sanitary sewer system in this area is more than adequate to handle the demands from this restaurant.

8. Impact on Historic And Archeological Resources

No impact; the hotel is not located within an archeo-sensitive area.

9. Impact on Natural Resources

No impact; there are no scenic or aesthetic resources in the vicinity of the site.

10. Impact on Erosion, Flooding or Drainage

Small impact. The proposed site work for the restaurant has the potential to create turbidity and sediment in the adjacent water bodies if the proper erosion control devices are not implemented or maintained. The grading plan shall use a stabilized construction entrance, silt fence, and other erosion control devices to control site erosion. Also, site inspections will be performed until the site is stabilized to ensure that erosion is not leaving the site.

The site is not located within a floodplain so there should be no issue with flooding.

The existing storm sewer system will control the drainage on the site so there should be no impact on the adjacent drainage system.

11. Impact on Human Health

No impact.



BRUCKNER, TILLET, ROSSI, CAHILL & ASSOCIATES

A full-service real estate appraisal, analysis and consulting group

Partners

Christopher S. Tillett, MAI, SRA
Kevin L. Bruckner, MAI, CCIM
Justin R. Martin, MAI, CCIM
Andrew R. Kniesel, SRA
Bethany W. Coleman, MAI
Kaitlin M. Skelton, MAI

Associates

Alexander J. Green, MAI

September 4, 2025

Indus Hospitality Group
950 Panorama Trail S
Rochester, New York 14625

Dear Mr. Mehta:

The following is a discussion of the overall lodging market for the Greater Rochester area. The market is defined as to its geographical area, typical hotel guests, hotel types, and inventory. Additionally, identified demand generators are discussed with the most recent development being the New York State initiative to capture domestic semiconductor production and distribution which is expected to require infrastructure investment including extended-stay lodging options to make the most of this economic growth potential.

Identification of the Rochester Market

The Rochester Market includes the following counties: Monroe, Ontario, Wayne, Seneca, Livingston, Orleans, Wyoming, Genesee, Yates.

The interstate highway network to and around Rochester is excellent. Interstate-90 (NYS Thruway), a major east/west transportation corridor in the United States from Boston to Seattle, passes through Monroe County, south of the city of Rochester. There is three major interchanges servicing Rochester at both ends of Interstate-490 and one at Interstate-390. I-490 is the major transportation route into Rochester providing access to the "Inner-Loop" expressway which partially encircles the downtown business district. The "Outer-Loop" expressway, a U-shaped transportation corridor comprised of I-390 on the west and I-590 on the east, intersects with I-390 south, a major north/south transportation corridor in Upstate New York. Other expressways, such as 531, 104, and the Ontario State Parkway, provide access to areas not covered by the above. The modern, extensive, and relatively non-congested expressway network allows access to most areas of Monroe County within 15-20 minutes from downtown. Rochester is a major metropolitan market serviced by the Greater Rochester International Airport, a modern 22-gate airport facility built in 1992 and serviced by the major airlines.

The excellent access to Rochester and Monroe County makes travel within the county relatively quick and attracts visitors from outside the market for the area's cultural, educational, industrial, and professional assets.

Tourism in Rochester

Visit Rochester, a tourism promotion agency for Monroe County, identifies tourism as a significant economic driver for Greater Rochester with an economic impact of nearly \$1 Billion annually. It also

September 4, 2025

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Re: Rochester Hospitality Market Summary

employs more than 15,000 people in the county. *Visit Rochester* identifies that there continues to be potential for further growth of the tourism and hospitality industry. Major draws are the area's universities, museums, and sports and recreation.

Rochester is home to several internationally and nationally recognized education institutions. Rochester Institute of Technology, the largest university in Rochester, is a major university specializing in technical and professional fields. The University of Rochester is a nationally recognized graduate and undergraduate university. Strong Memorial Hospital, one of the country's foremost cancer research and treatment centers, is part of the U of R, as are the Eastman School of Music and the Colgate Divinity School. Monroe Community College is rated as one of the best two-year community colleges in the country. SUNY at Brockport, St. John Fisher, Nazareth, and Roberts Wesleyan College are the remaining four 4-year colleges in Monroe County.

Typical of most major cities, Rochester has its share of museums including the International Museum of Photography and Film at the George Eastman House (founder of Eastman Kodak Company), The Strong Museum (extensive collection of toys and dolls), and the Rochester Museum and Science Center. Rochester offers a wide variety of cultural attractions including the Rochester Philharmonic Orchestra, Geva Theater and many other smaller music, dance, and playhouse facilities. Rochester is located in the diverse Finger Lakes Region of Upstate New York where there are many year-round recreational and sporting activities available.

Rochester comprises an abundance of minor-league sports teams such as the Red Wings (AAA baseball), the Americans (AHL hockey), the Knighthawks (NLL lacrosse), the Rattlers (MLL lacrosse), and the Razorsharks (PBL basketball). Rochester has previously been named the top minor league sports market in the country (*Street & Smith's Sports Business Journal*, 2005), the number 10 "best little golf city" in America (*Golf Pass*, 2020), and the fifth best "sports town" in the country (*Scarborough Research*, 2008).

The CGI Rochester International Jazz Festival, established in 2002, takes place in June of each year. It is a nine-day festival held in over 20 venues in downtown Rochester. Headliners include world-renowned artists with the 2022 iteration reporting an attendance of ~210,000. Despite not being held during the COVID-19 pandemic in 2020 and 2021, attendance has steadily grown year after year.

Another more recent development is the domestic semiconductor production and distribution market. According to a report prepared by The University at Buffalo Center for Supply Chain Analytics School of Management, worldwide semiconductor sales have grown from \$139 billion in 2001 to more than \$529 billion in 2023, with growth continuing into the first quarter of 2025. The industry is now on track to reach \$1 trillion in global annual revenue by 2030. New York State has invested in this boom which some expect to far exceed the global auto industry with more than \$131 billion in announced semiconductor investments for new facility development and expansion by existing firms such as Corning, Edwards Vacuum, GlobalFoundries, Menlo Microsystems, Micron Technologies, NY Creates, Onsemi, TTM Technologies, and Wolfspeed. Governor Hochul has announced an additional \$10 billion in state resources to support the semiconductor industry. The governor projects a semiconductor highway along the I-90 corridor from Albany to Buffalo (SMART I-Corridor), transforming the economy. Further, there are projections that 1 in 4 U.S.-made chips will be produced in and around Upstate New York, resulting in the region becoming the leading hub for semiconductor manufacturing. The One Big Beautiful Bill Act, signed into law in July 2025, boosts incentives for U.S. semiconductor manufacturing. These investments along with New York's Green CHIPS Act, make New York a highly attractive area for investment. With this development along the corridor, there will be a need for extended-stay lodging options to help entice producers to choose the Rochester Market over the other submarkets in the corridor. Promoting the Rochester Market's infrastructure should help it capture its

September 4, 2025

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Re: Rochester Hospitality Market Summary

share of the burgeoning industry, resulting in job growth, tourism, and further residential development.

In addition to the above-mentioned tourism draws, there is still room for growth, and with future growth, the addition of hotel rooms and their attached amenities is a necessity.

Rochester Lodging Submarket Overview

The submarket includes hospitality properties located in the following counties: Monroe, Ontario, Wayne, Seneca, Livingston, Orleans, Wyoming, Genesee, Yates. The majority of properties in the submarket fall into the limited-service upscale & upper midscale category.

Identification of Hotel Types

Typically, hotels fall into two categories. Full-service hotels offer some or all of the following: food & beverage (restaurant and bar), laundry services, shuttle services, recreational sports, amenities, room service, and expanded fitness centers. Limited-service lodging options do not generally offer these added amenities. Another category that has emerged in recent decades are extended-stay options which offer primarily suite rooms designed for longer stays. Often, housekeeping is not offered nightly, but these options fall into the limited-service category in terms of other amenities.

Identification of Hotel Guests

Although there is no agreed set categorization of hotel guests found in industry publications, most lists include the following primary users:

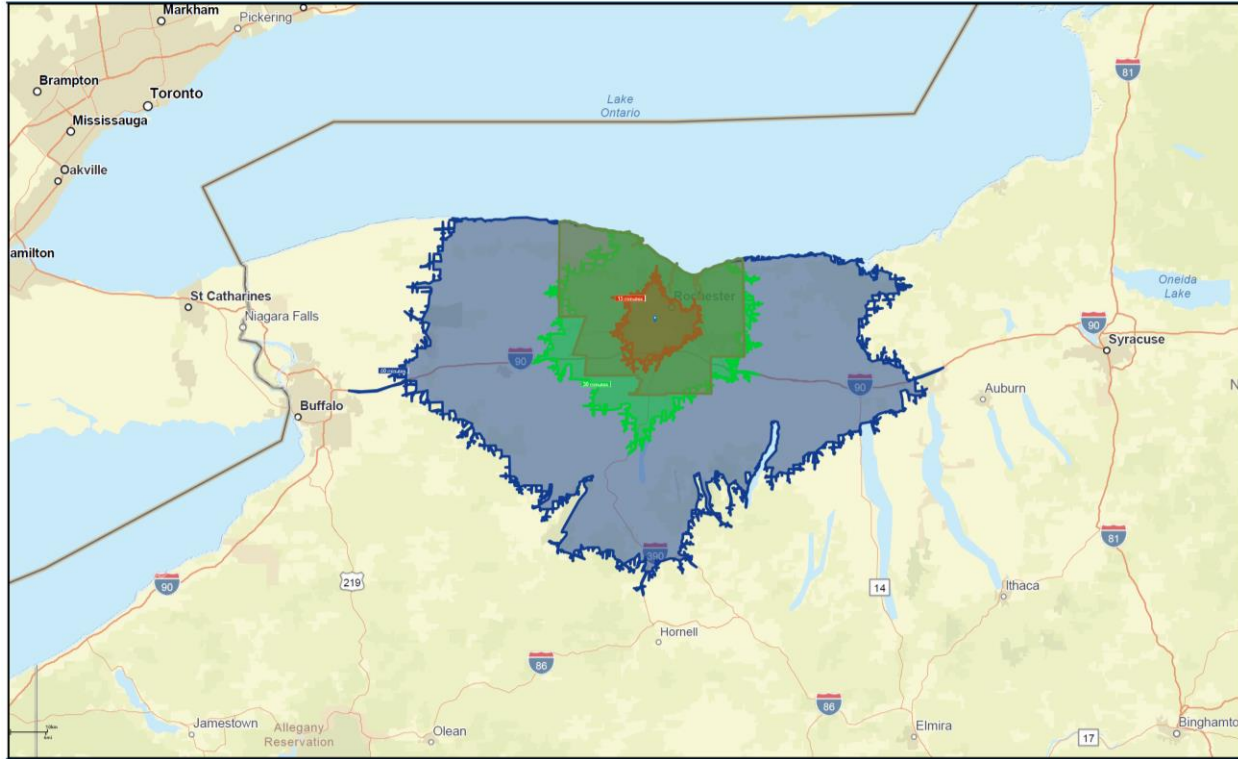
- Business travelers
- Event attendees
- Recreation & leisure (vacation)
- Transient guests

Each of these users intrinsically indicates a traveler from outside a "short" drive from the hotel. While the definition of a "short" drive is subjective, it is assumed that the vast majority of these users are outside a 60-minute drive from a hotel. The following is a summary of the drive time from the Greater Rochester Airport. Red is 15 minutes, green is 30 minutes, and blue is 60 minutes. The county overlay on the map reveals that except for the far northwestern corner of the county, the majority county is within a 30-minute drive. Furthermore, the map below shows that the majority of guests would be outside Monroe, Ontario, Wayne, Livingston, Orleans, Wyoming, and Genesee Counties. Note that portions of the defined market are outside the 60-minute drivetime (Yates, and Seneca Counties) but these are relatively low population counties that wouldn't necessarily create a large influx of guests.

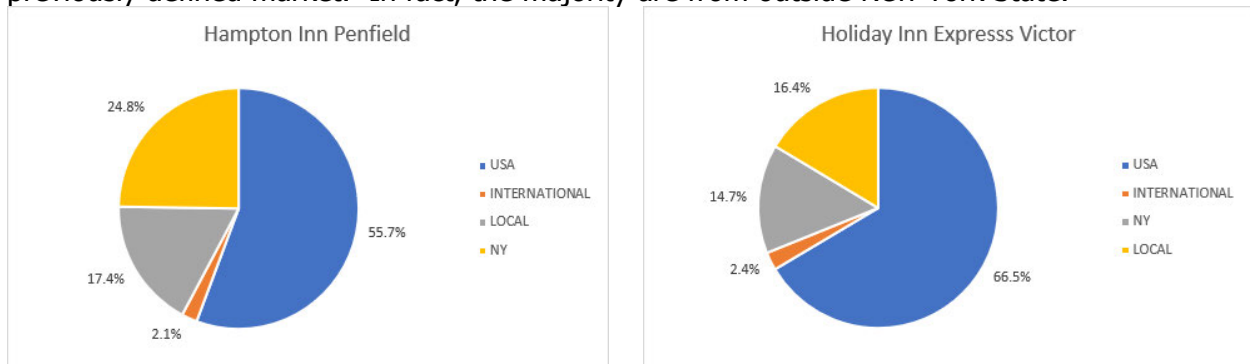


Custom Map

Drive Time from Airport



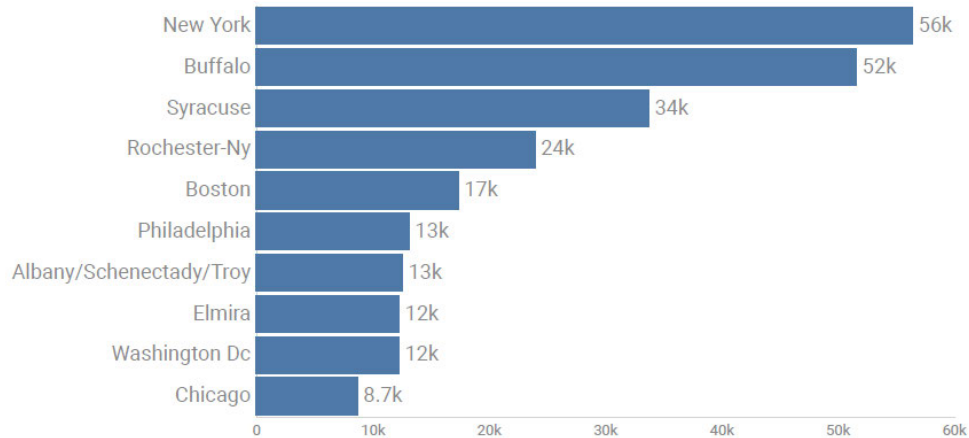
To further illustrate that the hotels in the market generate guests from outside the defined market area, guest registries from two hotels are analyzed using guest zip codes to determine their origination. It demonstrates that approximately ~15-20% of the guests originate inside the local previously defined market. In fact, the majority are from outside New York State.



Visit Rochester tracks where visitors to Rochester originate from and further summarizes the Trip Volume from the top 10 origins for 2022. These trips pertain only to overnight visitors. The top 10 account for approximately 241,700 total trips to Rochester. Of the total only 24,000 are from within the Rochester Market. This equates to 9.92%, demonstrating that a relatively small percentage of overnight visitors are from within the immediate market. Including those locations outside the top ten would indicate an even smaller percentage from the Rochester Market. Finally, because the Rochester Market includes contiguous counties, the actual percentage from outside Monroe County would lower this percentage further. Based on the data, it can be concluded that

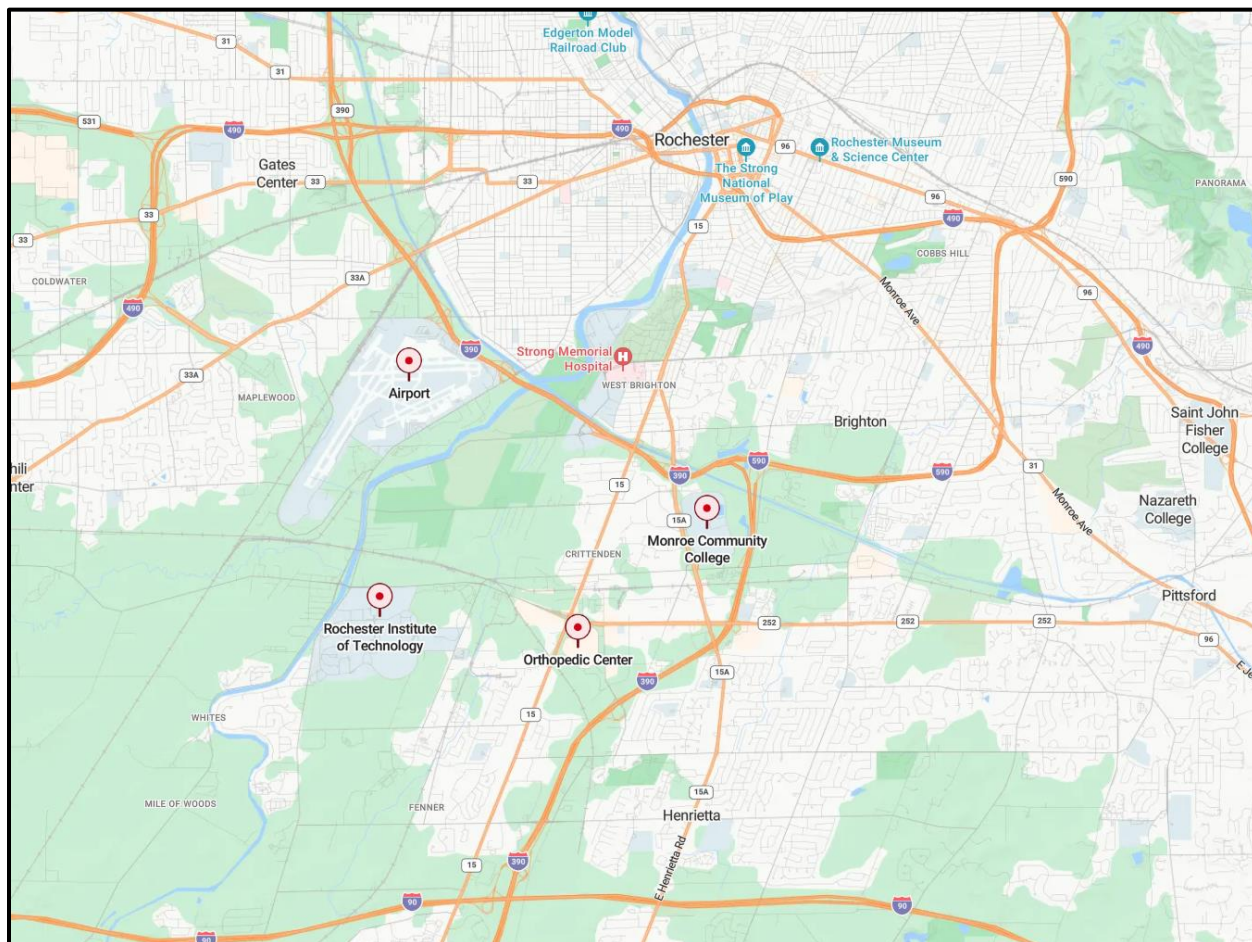
less than 9% of the total overnight visitors are from Monroe County with an additional 5-plus percent coming from the submarket.

Trip Volume by Top 10 Origin DMAs



Notes on Existing Hotel Inventory

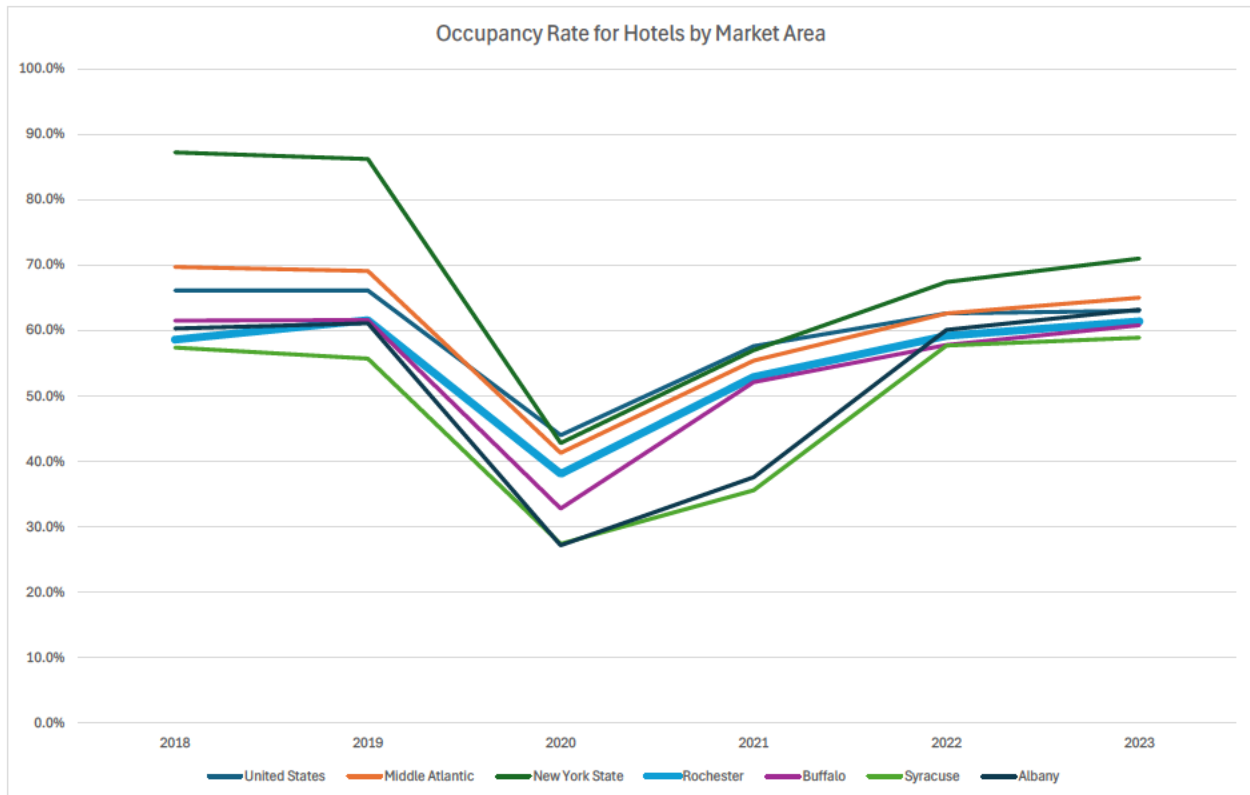
- Monroe County has aging hotels and therefore a lack of quality rooms in the market.
 - According CoStar, Rochester markets, and it contains around 11,000 rooms spread across 138 properties. It goes on to report that there are no supply-side pressures on occupancies or room rates in the near term, as nothing is under construction.
 - Rochester Riverside is now offline due to age and it is not feasible to upgrade to any franchise brand standards given its age and condition.
 - Riverside was also a major conference center for the county, but this no longer is available.
 - RIT Inn & Conference Center, in Henrietta is no longer in operation either. This was a popular location for events.
 - The development of Del Lago Casino in Waterloo, approximately 45 min east of Rochester, is now a competitor for hosting events that may well have attracted Monroe County in the past.
 - Monroe County's events such as the PGA Championship/US Amateur Championship, Jazz Festival, and other tourism draws discussed previously, require modern hotel rooms and with the aging lodging infrastructure, this could deter the Rochester area as a potential host for such events by organizations.
- Henrietta seems to be the primary area for such growth.
 - Location at the I-90 and I-390 interchange makes the town very accessible to travelers.
 - It is close to the Airport.
 - Rochester Institute of Technology is located within the town.
 - Monroe Community College is located just north of the Henrietta/Brighton town line.
 - The former Marketplace Mall in Henrietta has completed a \$300-million conversion/expansion into a major Orthopedic Center.



- Development of hotels is beginning to become burdensome.
 - Construction costs are at all-time highs due to inflation and overall supply chain costs.
 - Interest Rates are relatively high and as such funding construction or rehabilitation is difficult.
 - In order to counter these costs, the high tax burden in NYS must be abated as is usually done by county economic development agencies for other types of properties.
 - The support that the lodging market provides to economically successful events in the county should make consideration of abatements for lodging properties important.
 - These development projects also support local banks as the primary financiers of commercial construction. Being a facilitator of commercial development, local banks result in additional investment in the community that benefits the overall economy.

Hotel Market Performance

The Rochester Hotel Market has stagnated in a sense since its recovery from the pandemic that negatively affected the national hotel market. The following is a summary of Occupancy and ADR data provided by Smith Travel Research for 2018-2023. The data is categorized such that the Rochester Market can be compared to the national, regional, state, and competitive nearby cities' markets.



	Occupancy Rate					
	2018	2019	2020	2021	2022	2023
United States	66.1%	66.1%	44.0%	57.6%	62.6%	63.0%
Middle Atlantic	69.7%	69.1%	41.3%	55.4%	62.6%	65.0%
New York State	87.2%	86.2%	42.8%	57.0%	67.4%	71.0%
Rochester	58.6%	61.6%	38.1%	52.9%	59.2%	61.4%
Buffalo	61.5%	61.6%	32.8%	52.1%	57.8%	60.8%
Syracuse	57.4%	55.7%	27.4%	35.6%	57.7%	58.9%
Albany	60.3%	61.1%	27.2%	37.6%	60.1%	63.2%

As with the national market, Rochester has recovered or nearly recovered in terms of occupancy rate from pre-pandemic levels. Occupancy is outperforming both nearby Buffalo and Syracuse as of 2023. The increase in occupancy may be in part a result of large properties, as previously mentioned, going offline in the past few years. This has allowed ADR to increase as well. Based on the strong occupancy figures, there is room in the market for new hotel rooms to service the Rochester Market.

September 4, 2025

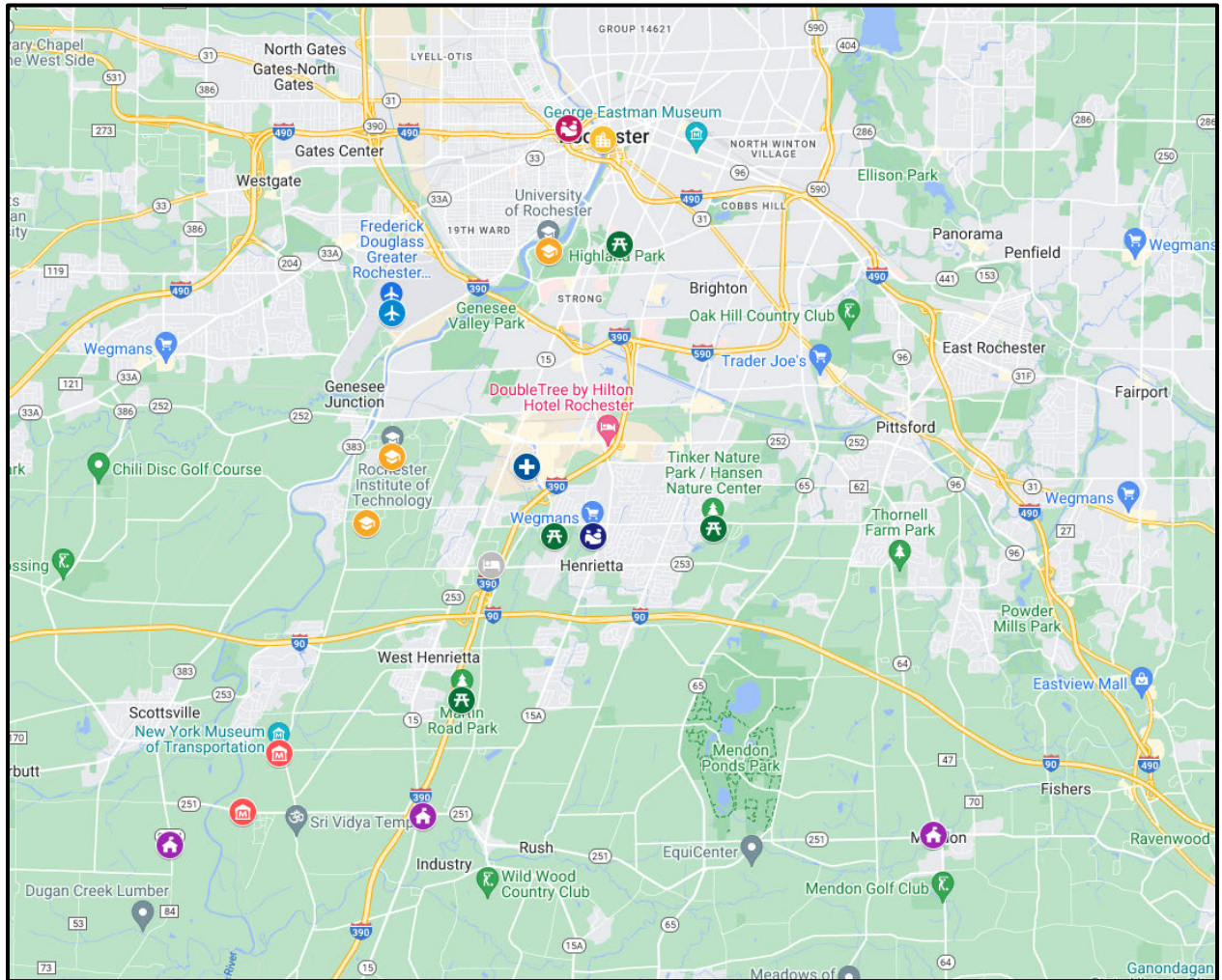
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Re: Rochester Hospitality Market Summary






	Average Daily Rate					
	2018	2019	2020	2021	2022	2023
United States	\$129.97	\$131.21	\$103.31	\$124.67	\$149.24	\$155.62
Middle Atlantic	\$166.57	\$166.33	\$115.69	\$143.57	\$179.82	\$192.02
New York State	\$206.11	\$203.32	\$130.01	\$168.33	\$218.99	\$237.54
Rochester	\$105.25	\$107.27	\$87.17	\$106.54	\$123.89	\$135.70
Buffalo	\$108.40	\$107.59	\$89.09	\$113.73	\$126.69	\$133.78
Syracuse	\$102.98	\$104.21	\$86.29	\$103.09	\$122.99	\$132.28
Albany	\$118.87	\$119.70	\$98.45	\$113.84	\$126.17	\$132.97

The addition of new hotel rooms to the market will result in higher ADRs and help occupancy.


The following is a map of attractions.



Wedding Venues

-  Rochester Wedding Barn & Events
-  Rochester Cobblestone Wedding Barn
-  Westminster Wedding & Events
-  Avon Century Barn
-  Jerris Wadsworth Wedding Barn










Colleges/Education

-  RIT
-  MCC
-  University of Rochester

Parks

-  Highland Park
-  Tinker Nature Park / Hansen Nature Center
-  Veterans Memorial Park
-  Martin Road Park

Other Attractions

-  Seneca Park Zoo
-  Genesee Country Village & Museum
-  The Dome Arena
-  Innovative Field
-  Joseph A. Floreano Rochester Riverside Con...
-  New York Museum of Transportation
-  Frederick Douglass Greater Rochester Intern...
-  Rochester & Genesee Valley Railroad Museu...
-  UR Medicine Orthopaedics & Physical Perfor...

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Re: Rochester Hospitality Market Summary

Conclusion

The data reveals that in fact the vast majority of overnight guests are from outside the Rochester Submarket. This makes sense since hotels exist to provide accommodation to those visiting from an area outside a reasonable distance from their home. The presence of the robust lodging market in the county demonstrates that there is significant demand from visitors.

The County's aging hotel infrastructure, loss of hotel rooms and events centers make development of extended-stay hotels such as WoodSprings Suites by Choice Hotels attractive. Its proposed location in the town of Henrietta is good as it is in the county's primary area of commercial growth. It is important to have strong brands like Choice Hotels in the market for competitive purposes. Adding such hotels to the Henrietta Market specifically will provide a place for students at the Rochester Institute of Technology to learn about the hospitality industry, something Indus Hospitality Group has expressed considerable interest in partnering with. The development would be financed by a local bank, and the new rooms would support future economic growth for the county. Finally, with the addition of hotel rooms in the market, new jobs are created.

It's also worth noting that economy extended-stay hotels are gaining traction nationwide, especially as they align with larger trends tied to the \$1.2 trillion Infrastructure Investment & Jobs Act and the 2022 CHIPS & Science Act. These hotels serve a real need, longer stays, more weeks than nights, and a mobile workforce traveling for national projects. With housing in short supply, this type of lodging becomes a key part of the community's business and leisure infrastructure.

Thank you for the opportunity to complete this assignment. If you should have any questions or need additional information, please feel free to give me a call.

Sincerely,

**BRUCKNER, TILLET, ROSSI,
CAHILL & ASSOCIATES**



Justin R. Martin, MAI, CCIM

NYS Certified Gen'l R.E. Appraiser #46-50070

Direct line: (585) 383-4508

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September 22, 2025

County of Monroe Industrial Development Agency (COMIDA)
City Place
50 West Main Street
Suite 1150
Rochester, NY 14614

Dear Executive Director Liss,

Visit Rochester is pleased to express strong support for Indus Hospitality Group's proposal and market study for the proposed new hotel project in Monroe County. As a long-standing hospitality operator in this community, we know first-hand Indus' ability to bring essential fresh, high-quality lodging to our community and the role they plan in sustaining and growing the region's visitor economy, of which has an annual economic impact of nearly \$1.5 billion and employees 20,000 residents.

Monroe County's current hotel inventory includes aging properties that underperform guest expectations. A modern, well-appointed hotel will help meet today's traveler standards and ensure our community remains competitive for key events and business travel. The need is underscored by the recent announcement that Oak Hill Country Club will host the 2035 PGA Championship—an event that will draw premium demand and require higher-caliber accommodations.

Without continued investment in new rooms, we risk losing major sports tournaments, large conferences, and recurring events to other markets offering fresher inventory. Older properties also face service challenges that can erode repeat business and weaken the strong customer relationships Visit Rochester and our partners have built over many years.

In today's economic environment, construction inflation and tariffs on furniture, fixtures, and equipment create a significant feasibility gap for new hotel development. COMIDA's incentives are therefore critical to advancing this project and ensuring it remains financially viable. Importantly, the hotel will serve as core business infrastructure that supports anticipated growth connected to the federal CHIPS and Science Act and the Infrastructure Investment and Jobs Act.

For these reasons, Visit Rochester respectfully encourages COMIDA to support this investment in Monroe County's lodging future. A new, modern hotel will not only elevate the guest experience but also reinforce our region's ability to attract and retain the high-value events and visitors that drive economic prosperity.

Thank you for your consideration.



Don Jeffries
President & CEO

