



## APPLICATION SUMMARY

**DATE:** May 18, 2021

**APPLICANT:** SunDensity, Inc.  
260 East Main Street, Suite 6359  
Rochester, NY 14604

**PROJECT ADDRESS:** 260 East Main Street, Suite 6407  
Rochester, NY 14604

**PROJECT SUMMARY:** SunDensity, Inc., a producer of Photonic Smart Coatings for utility solar power producers, is planning to develop a manufacturing, R&D and headquarters facility in the City of Rochester. Phase 1 of the project is to establish offices and lab space in the Sibley Building downtown. Phase 2 is to establish full pilot manufacturing and R&D operations at a location to be determined. This \$75,000 phase 1 portion is projected to create 14 new FTEs. The applicant is seeking approval of sales tax exemptions only. The Benefit/Incentive ratio is 791:1.

**PROJECT AMOUNT:** \$75,000 – Sales Tax Exemption Only  
**EXEMPTIONS:** \$5,000

**JOBS: EXISTING:** 8 | FTEs  
**NEW:** 14 | FTEs

**PUBLIC HEARING DATE:** N/A

**BENEFIT TO INCENTIVE RATIO:** 791 : 1

**SEQR:** INTERNAL RENOVATIONS ONLY: SEQR PROCESS COMPLETE

**ELIGIBILITY:** REHABILITATION OF EXISTING COMMERCIAL BUILDING

**APPROVED PURPOSE:** JOB CREATION

# Cost-Benefit Analysis for SunDensity, Inc.

Prepared by COMIDA using InformAnalytics

# Executive Summary

**INVESTOR**  
**SunDensity, Inc.**

**TOTAL INVESTED**  
**\$75.0 Thousand**

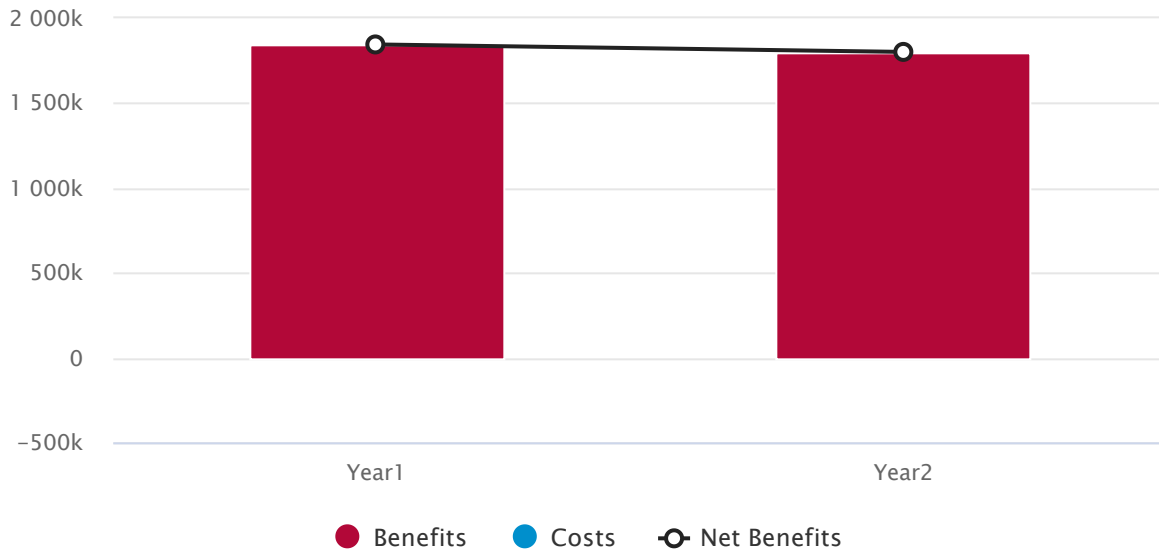
**LOCATION**  
**260 East Main Street,  
Rochester, NY 14604**

**TIMELINE**  
**2 Years**

F1 FIGURE 1

Discounted\* Net Benefits for SunDensity, Inc. by Year

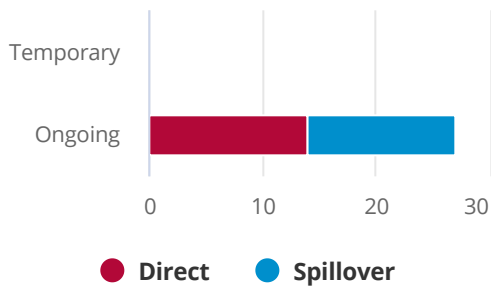
Total Net Benefits: \$3,647,000



Discounted at 2%

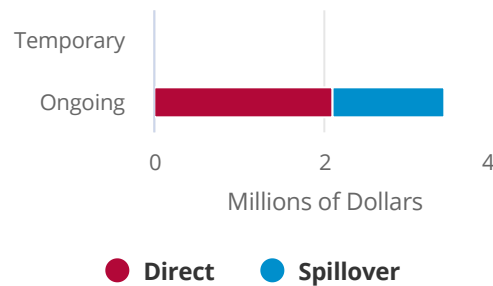
F2 FIGURE 2

Total Jobs



F3 FIGURE 3

Total Payroll



# Proposed Investment

SunDensity, Inc. proposes to invest \$75.0 thousand at 260 East Main Street, Rochester, NY 14604 over 2 years. COMIDA staff summarize the proposed with the following: Equipment purchases at new location

T1 TABLE 1

## Proposed Investments

Description	Amount
<b>CONSTRUCTION SPENDING</b>	
ST	\$25,000
<b>OTHER SPENDING</b>	
Non manufacturing equip	\$25,000
FF&E	\$25,000
<b>Total Investments</b>	<b>\$75,000</b>
Discounted Total (2%)	\$75,000

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 COMIDA. The report calculates the costs and benefits for specified local taxing districts over the first 2 years, with future returns discounted at a 2% rate.

T2 TABLE 2

## Estimated Costs or Incentives

COMIDA is considering the following incentive package for SunDensity, Inc..

Description	Nominal Value	Discounted Value*
Sales Tax Exemption	\$5,000	\$5,000
<b>Total Costs</b>	<b>\$5,000</b>	<b>\$5,000</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>\$2,135,000</b>	<b>\$1,337,000</b>	<b>\$3,472,000</b>
<b>To Private Individuals</b>	<b>\$2,109,000</b>	<b>\$1,320,000</b>	<b>\$3,429,000</b>
Temporary Payroll	\$9,000	\$3,000	\$12,000
Ongoing Payroll	\$2,100,000	\$1,317,000	\$3,417,000
<b>To the Public</b>	<b>\$26,000</b>	<b>\$16,000</b>	<b>\$43,000</b>
Temporary Sales Tax Revenue	\$115	\$36	\$151
Ongoing Sales Tax Revenue	\$26,000	\$16,000	\$43,000
<b>STATE BENEFITS</b>	<b>\$137,000</b>	<b>\$79,000</b>	<b>\$216,000</b>
<b>To the Public</b>	<b>\$137,000</b>	<b>\$79,000</b>	<b>\$216,000</b>
Temporary Income Tax Revenue	\$413	\$140	\$553
Ongoing Income Tax Revenue	\$109,000	\$63,000	\$172,000
Temporary Sales Tax Revenue	\$117	\$37	\$154
Ongoing Sales Tax Revenue	\$27,000	\$17,000	\$43,000
<b>Total Benefits to State &amp; Region</b>	<b>\$2,272,000</b>	<b>\$1,416,000</b>	<b>\$3,688,000</b>
<b>Discounted Total Benefits (2%)</b>	<b>\$2,250,000</b>	<b>\$1,402,000</b>	<b>\$3,652,000</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	\$3,438,000	\$2,000	1502:1
State	\$214,000	\$2,000	92:1
<b>Grand Total</b>	<b>\$3,652,000</b>	<b>\$5,000</b>	<b>791:1</b>

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

\* Discounted at 2%

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## APPLICATION SUMMARY

**DATE:** May 18, 2021

**APPLICANT:** Skywave Communications, Inc.  
51 Goodway Drive South  
Rochester, NY 14623

**PROJECT ADDRESS:** 51 Goodway Drive South  
Rochester, NY 14623

**PROJECT SUMMARY:** Skywave Communications, Inc. is a Motorola Solutions Service Elite Specialist and certified service center. The team is comprised of highly experienced professionals who design, install and maintain public safety communication networks and equipment. Skywave Communications is proposing to purchase a new Ford F450 chassis as well as a new Ford Transit Van with customization. The vehicles purchase price totals \$130,523 and has been approved for a GreatRebate on the vehicle purchase through the Monroe County Industrial Development Corporation. Skywave Communications is seeking approval of the EquiPlus sales tax exemption COMIDA. The project is expected to create 2 new FTE's. The cost benefit ratio is 21:1.

**PROJECT AMOUNT:** \$130,523 – Sales Tax Exemption Only  
**EXEMPTIONS:** \$10,442

<b>JOBS: EXISTING:</b>	13	FTEs
<b>NEW:</b>	2	FTEs
<b>GREATREBATE REQ:</b>	2	FTEs

**PUBLIC HEARING DATE:** N/A

**BENEFIT TO INCENTIVE RATIO:** 21:1

**SEQR:** TYPE 2 ACTION UNDER SEQR SECTION 617.5.

**ELIGIBILITY:** APPROVED GREATRATE/REBATE - EQUIPLUS ONLY

**APPROVED PURPOSE:** JOB CREATION



# Cost-Benefit Analysis for Skywave Communications, Inc.

Prepared by COMIDA using InformAnalytics

# Executive Summary

**INVESTOR**  
**Skywave Communications, Inc.**

**TOTAL INVESTED**  
**\$130.5 Thousand**

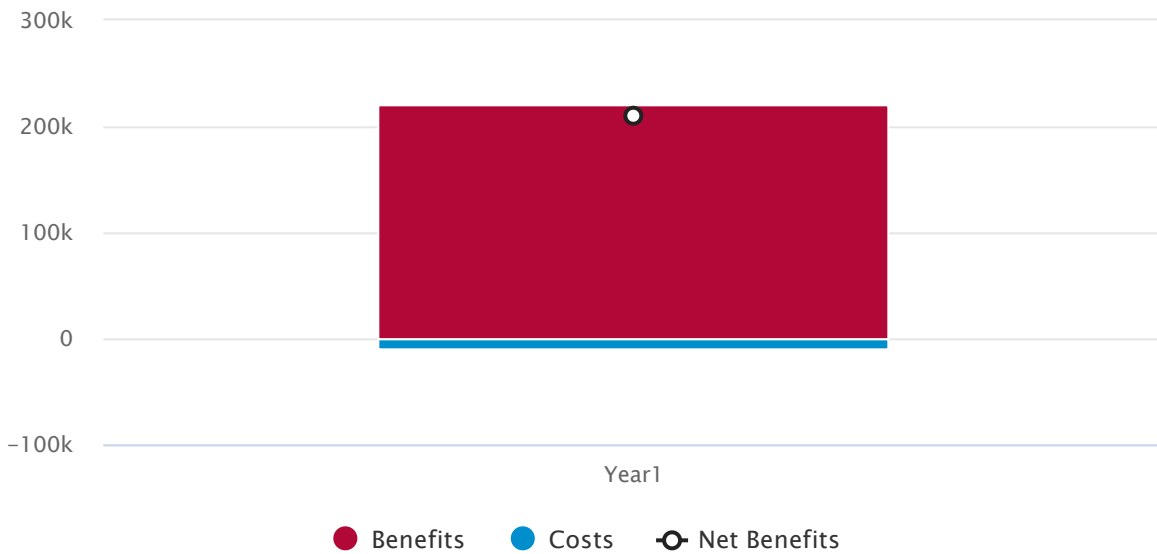
**LOCATION**  
**51 Goodway Drive**  
**South, Rochester, NY**  
**14623**

**TIMELINE**  
**1 Years**

F1 FIGURE 1

Discounted\* Net Benefits for Skywave Communications, Inc. by Year

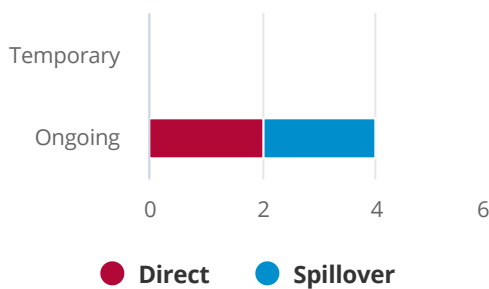
Total Net Benefits: \$209,000



Discounted at 2%

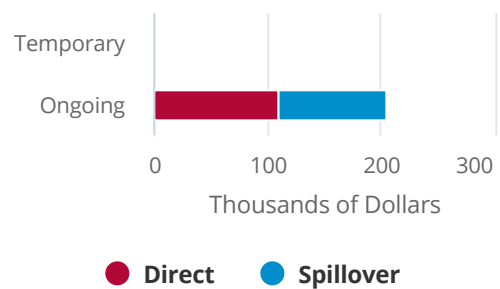
F2 FIGURE 2

Total Jobs



F3 FIGURE 3

Total Payroll



# Proposed Investment

Skywave Communications, Inc. proposes to invest \$130.5 thousand at 51 Goodway Drive South, Rochester, NY 14623 over 1 years. COMIDA staff summarize the proposed with the following: vehicles

T1 TABLE 1

## Proposed Investments

Description	Amount
<b>OTHER SPENDING</b>	
Non-Manufacturing equip	\$131,000
<b>Total Investments</b>	<b>\$131,000</b>
Discounted Total (2%)	\$131,000

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 COMIDA. The report calculates the costs and benefits for specified local taxing districts over the first 1 years, with future returns discounted at a 2% rate.

T2 TABLE 2

## Estimated Costs or Incentives

COMIDA is considering the following incentive package for Skywave Communications, Inc..

Description	Nominal Value	Discounted Value*
Sales Tax Exemption	\$10,000	\$10,000
<b>Total Costs</b>	<b>\$10,000</b>	<b>\$10,000</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>\$111,000</b>	<b>\$96,000</b>	<b>\$208,000</b>
<b>To Private Individuals</b>	<b>\$110,000</b>	<b>\$95,000</b>	<b>\$205,000</b>
Ongoing Payroll	\$110,000	\$95,000	\$205,000
<b>To the Public</b>	<b>\$1,000</b>	<b>\$1,000</b>	<b>\$3,000</b>
Ongoing Sales Tax Revenue	\$1,000	\$1,000	\$3,000
<b>STATE BENEFITS</b>	<b>\$7,000</b>	<b>\$6,000</b>	<b>\$12,000</b>
<b>To the Public</b>	<b>\$7,000</b>	<b>\$6,000</b>	<b>\$12,000</b>
Ongoing Income Tax Revenue	\$5,000	\$4,000	\$10,000
Ongoing Sales Tax Revenue	\$1,000	\$1,000	\$3,000
<b>Total Benefits to State &amp; Region</b>	<b>\$118,000</b>	<b>\$102,000</b>	<b>\$220,000</b>
<b>Discounted Total Benefits (2%)</b>	<b>\$118,000</b>	<b>\$102,000</b>	<b>\$220,000</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	\$208,000	\$5,000	40:1
State	\$12,000	\$5,000	2:1
<b>Grand Total</b>	<b>\$220,000</b>	<b>\$10,000</b>	<b>21:1</b>

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

\* Discounted at 2%

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## APPLICATION SUMMARY

**DATE:** May 18, 2021

**APPLICANT:** Rochester Clinical Research, Inc.  
500 Helendale Road, Suite LL20  
Rochester, NY 14609

**PROJECT ADDRESS:** 500 Helendale Road  
Rochester, NY 14609

**PROJECT SUMMARY:** Rochester Clinical Research Inc. is proposing to renovate its existing building in the Town of Irondequoit to accommodate business growth. Rochester Clinical Research, founded in 1994, provides access to clinical research studies and has conducted more than 900 clinical trials involving more than 35,000 volunteers including recent Covid-19 vaccine trials. The \$1.3 million project is projected to create 12 new FTEs. The applicant is seeking approval of sales tax exemptions only. The Benefit/Incentive ratio is 24:1.

**PROJECT AMOUNT:** \$1,345,000 – Sales Tax Exemption Only  
**EXEMPTIONS:** \$63,600

**JOBS: EXISTING:** 52 | FTEs  
**NEW:** 12 | FTEs

**PUBLIC HEARING DATE:** N/A

**BENEFIT TO INCENTIVE RATIO:** 24 : 1

**SEQR:** INTERNAL RENOVATIONS ONLY: SEQR PROCESS COMPLETE

**ELIGIBILITY:** REHABILITATION OF EXISTING COMMERCIAL BUILDING

**APPROVED PURPOSE:** JOB CREATION

# Cost-Benefit Analysis for Rochester Clinical Research, Inc.

Prepared by COMIDA using InformAnalytics



# Executive Summary

INVESTOR

**Rochester Clinical Research, Inc.**

TOTAL INVESTED

**\$1.3 Million**

LOCATION

**500 Helendale Road,  
Rochester, NY 14609**

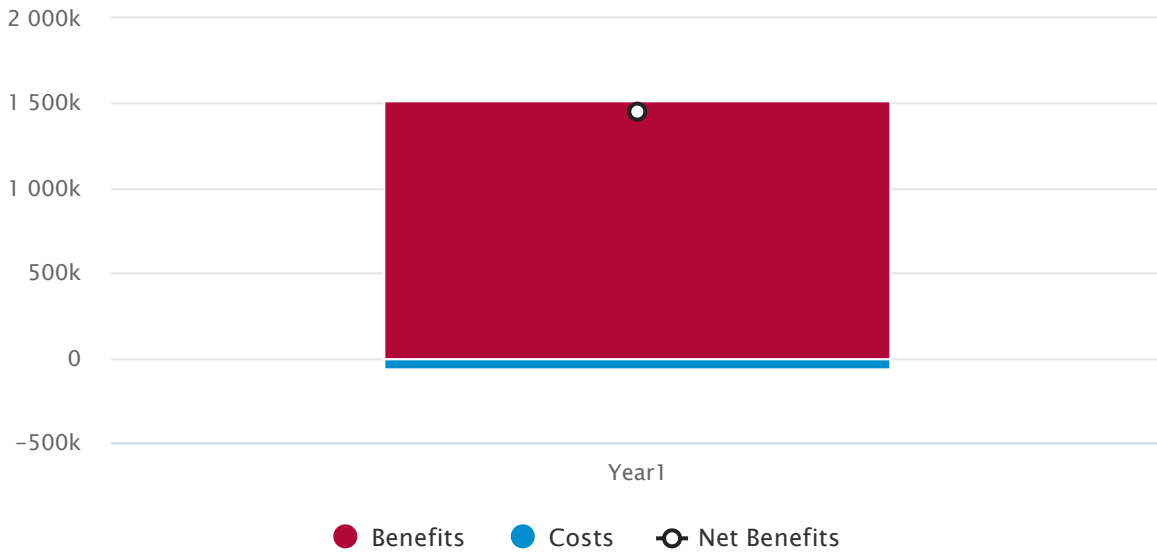
TIMELINE

**1 Years**

F1 FIGURE 1

Discounted\* Net Benefits for Rochester Clinical Research, Inc. by Year

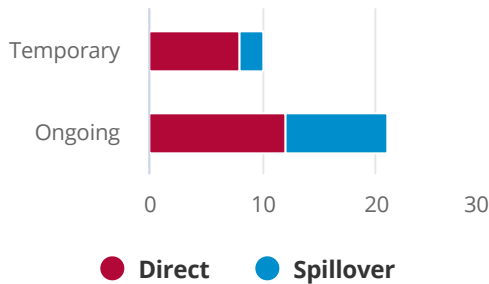
Total Net Benefits: **\$1,450,000**



Discounted at 2%

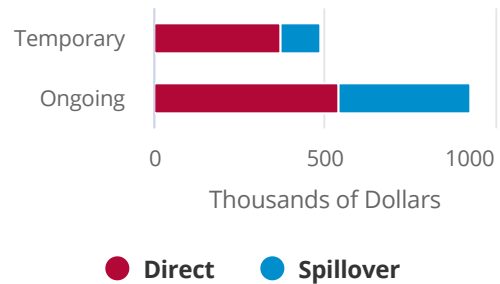
F2 FIGURE 2

Total Jobs



F3 FIGURE 3

Total Payroll



# Proposed Investment

Rochester Clinical Research, Inc. proposes to invest \$1.3 million at 500 Helendale Road, Rochester, NY 14609 over 1 years. COMIDA staff summarize the proposed with the following: Building Renovation

T1 TABLE 1

## Proposed Investments

Description	Amount
<b>CONSTRUCTION SPENDING</b>	
ST	\$1,000,000
<b>OTHER SPENDING</b>	
Non-Manufacturing Equip	\$95,000
FF&E	\$250,000
<b>Total Investments</b>	<b>\$1,345,000</b>
Discounted Total (2%)	\$1,345,000

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 COMIDA. The report calculates the costs and benefits for specified local taxing districts over the first 1 years, with future returns discounted at a 2% rate.

T2 TABLE 2

## Estimated Costs or Incentives

COMIDA is considering the following incentive package for Rochester Clinical Research, Inc..

Description	Nominal Value	Discounted Value*
Sales Tax Exemption	\$63,000	\$63,000
<b>Total Costs</b>	<b>\$63,000</b>	<b>\$63,000</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>\$920,000</b>	<b>\$510,000</b>	<b>\$1,431,000</b>
<b>To Private Individuals</b>	<b>\$909,000</b>	<b>\$504,000</b>	<b>\$1,413,000</b>
Temporary Payroll	\$369,000	\$117,000	\$485,000
Ongoing Payroll	\$540,000	\$387,000	\$927,000
<b>To the Public</b>	<b>\$11,000</b>	<b>\$6,000</b>	<b>\$18,000</b>
Temporary Sales Tax Revenue	\$5,000	\$1,000	\$6,000
Ongoing Sales Tax Revenue	\$7,000	\$5,000	\$12,000
<b>STATE BENEFITS</b>	<b>\$52,000</b>	<b>\$30,000</b>	<b>\$82,000</b>
<b>To the Public</b>	<b>\$52,000</b>	<b>\$30,000</b>	<b>\$82,000</b>
Temporary Income Tax Revenue	\$17,000	\$6,000	\$22,000
Ongoing Income Tax Revenue	\$24,000	\$18,000	\$42,000
Temporary Sales Tax Revenue	\$5,000	\$1,000	\$6,000
Ongoing Sales Tax Revenue	\$7,000	\$5,000	\$12,000
<b>Total Benefits to State &amp; Region</b>	<b>\$972,000</b>	<b>\$540,000</b>	<b>\$1,513,000</b>
<b>Discounted Total Benefits (2%)</b>	<b>\$972,000</b>	<b>\$540,000</b>	<b>\$1,513,000</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	\$1,431,000	\$31,000	46:1
State	\$82,000	\$32,000	3:1
<b>Grand Total</b>	<b>\$1,513,000</b>	<b>\$63,000</b>	<b>24:1</b>

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

\* Discounted at 2%

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