



APPLICATION SUMMARY

DATE: November 19, 2019

APPLICANT:

Alstom Signaling, Inc.
1025 John Street
West Henrietta, NY 14586

PROJECT ADDRESS:

4545 East River Road
West Henrietta, NY 14586

PROJECT SUMMARY:

Alstom Signaling, Inc. (Alstom) develops and markets systems, equipment and services for the transportation sector. The Company offers a wide range of railway products, services and solutions that are sold worldwide. Alstom is proposing a relocation of their Monroe County facility from John Street to the Riverwood Tech Campus in Henrietta, NY. The new renovated 114,500 sq. ft. facility will focus on R&D, engineering and project management. To facilitate future growth, the new location will provide customized floor plans and state of the art IT infrastructure. The site also provides a training facility which will be used for regional and global company events. The \$3.4 million project will impact 433 FTEs and is projected to create 34 new FTEs over the next three years. The applicant is seeking approval of Sales Tax Exemptions on purchases of furniture, fixtures, equipment. The Benefit/Incentive ratio is 103 : 1.

**PROJECT AMOUNT:
EXEMPTIONS:**

\$3,368,000 – Sales Tax Exemptions Only
\$ 269,440

**JOBS: EXISTING:
NEW:
REQUIREMENT:**

433	FTEs
34	FTEs
0	FTEs

PUBLIC HEARING DATE:

November 12, 2019

**BENEFIT TO INCENTIVE
RATIO:**

103 : 1

SEQR:

REVIEWED AND PROCESS IS COMPLETE.

ELIGIBILITY:

REHABILITATION OF EXISTING COMMERCIAL BUILDING

APPROVED PURPOSE:

JOB CREATION

Cost-Benefit Analysis for Alstom Signaling, Inc.

Prepared by Imagine Monroe using InformAnalytics

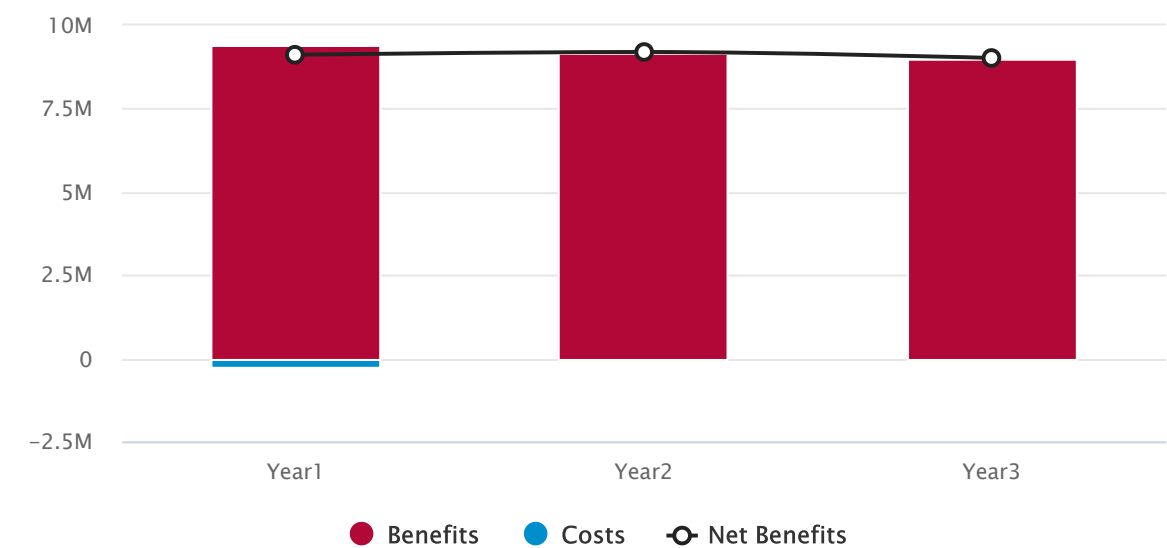
Executive Summary

INVESTOR	TOTAL INVESTED	LOCATION	TIMELINE
Alstom Signaling, Inc.	\$3.4 Million	4545 East River Road, West Henrietta, NY 14586	3 Years

F1 FIGURE 1

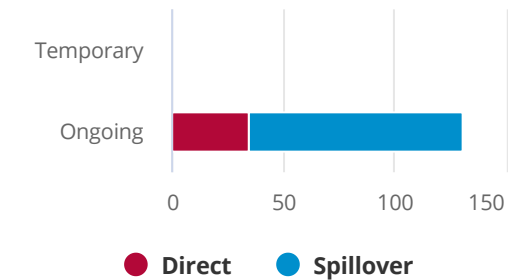
Discounted* Net Benefits for Alstom Signaling, Inc. by Year

Total Net Benefits: \$27,340,000



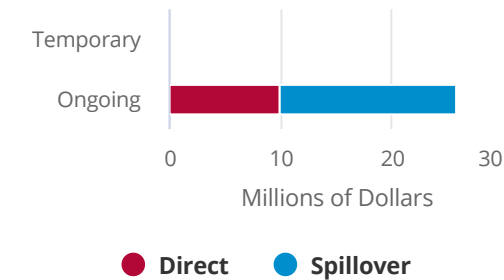
F2 FIGURE 2

Total Jobs



F3 FIGURE 3

Total Payroll



Proposed Investment

Alstom Signaling, Inc. proposes to invest \$3.4 million at 4545 East River Road, West Henrietta, NY 14586 over 3 years. Imagine Monroe staff summarize the proposed with the following: Construction and renovation of 114,500 square feet new office.

T1 TABLE 1

Proposed Investments

Description	Amount
OTHER SPENDING	
Non Manufacturing Equipment	\$2,018,000
Furniture & Fixtures	\$1,350,000
Total Investments	\$3,368,000
Discounted Total (2%)	\$3,368,000

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 Alstom Signaling, Inc..

Description	Nominal Value	Discounted Value*
Sales Tax Exemption	\$267,000	\$267,000
Total Costs	\$267,000	\$267,000

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
REGIONAL BENEFITS	\$10,225,000	\$16,296,000	\$26,521,000
To Private Individuals	\$10,099,000	\$16,095,000	\$26,195,000
Ongoing Payroll	\$10,099,000	\$16,095,000	\$26,195,000
To the Public	\$126,000	\$200,000	\$326,000
Ongoing Sales Tax Revenue	\$126,000	\$200,000	\$326,000
STATE BENEFITS	\$654,000	\$981,000	\$1,635,000
To the Public	\$654,000	\$981,000	\$1,635,000
Ongoing Income Tax Revenue	\$526,000	\$777,000	\$1,303,000
Ongoing Sales Tax Revenue	\$128,000	\$204,000	\$332,000
Total Benefits to State & Region	\$10,879,000	\$17,277,000	\$28,156,000
Discounted Total Benefits (2%)	\$10,667,000	\$16,940,000	\$27,607,000

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	\$26,004,000	\$132,000	196:1
State	\$1,603,000	\$135,000	12:1
Grand Total	\$27,607,000	\$267,000	103:1

May not sum to total due to rounding.

* Discounted at 2%

CGR has exercised reasonable professional care and diligence in the the production and design of the InformAnalytics™ tool. However, the data used is provided by users. InformAnalytics does not independently verify, validate or audit the data supplied by users. CGR makes no representations or warranties with respect to the accuracy of the data supplied by users.



APPLICATION SUMMARY

DATE: November 19, 2019

APPLICANT:

150 LGD, LLC
1057 E. Henrietta Rd.
Rochester, NY 14623

**TENANT & PROJECT
ADDRESS:**

D3 Engineering, LLC
150 Lucius Gordon Dr.
West Henrietta, NY 14586

PROJECT SUMMARY:

150 LGD, LLC, a real estate holding company, is proposing the purchase and partial renovation of the former High Tech Rochester Inc. building in the Town of Henrietta for D3 Engineering, LLC (D3), a related entity. D3 is an outsourced product development firm specializing in incorporating advanced vision, sensor, power, and control technologies into their client's new products. D3 has also developed driverless technologies, primarily for industry (i.e. driverless forklifts). The Company is currently operating out of 3 locations and proposes to consolidate into one. D3 proposes to occupy at least 24,000 square feet, 51% of the building. The \$630,000 project will impact 62 FTEs and is projected to create 20 new FTEs over the next three years. The applicant is seeking approval of Sales Tax Exemptions only on purchases of materials, furniture, fixtures and equipment. The Benefit/Incentive ratio is 252 : 1.

**PROJECT AMOUNT:
EXEMPTIONS:**

\$630,000 – Sales Tax Exemptions Only
\$ 20,000

**JOBS: EXISTING:
NEW:
REQUIREMENT:**

62	FTEs
20	FTEs
0	FTEs

BENEFIT TO INCENTIVE RATIO:

252 : 1

SEQR:

REVIEWED AND PROCESS IS COMPLETE.

ELIGIBILITY:

REHABILITATION OF EXISTING COMMERCIAL BUILDING

APPROVED PURPOSE:

JOB CREATION

Cost-Benefit Analysis for 150 LGD, LLC/D3 Engineering, LLC

Prepared by Imagine Monroe using InformAnalytics

Executive Summary

INVESTOR
150 LGD, LLC

TOTAL INVESTED
\$630.0 Thousand

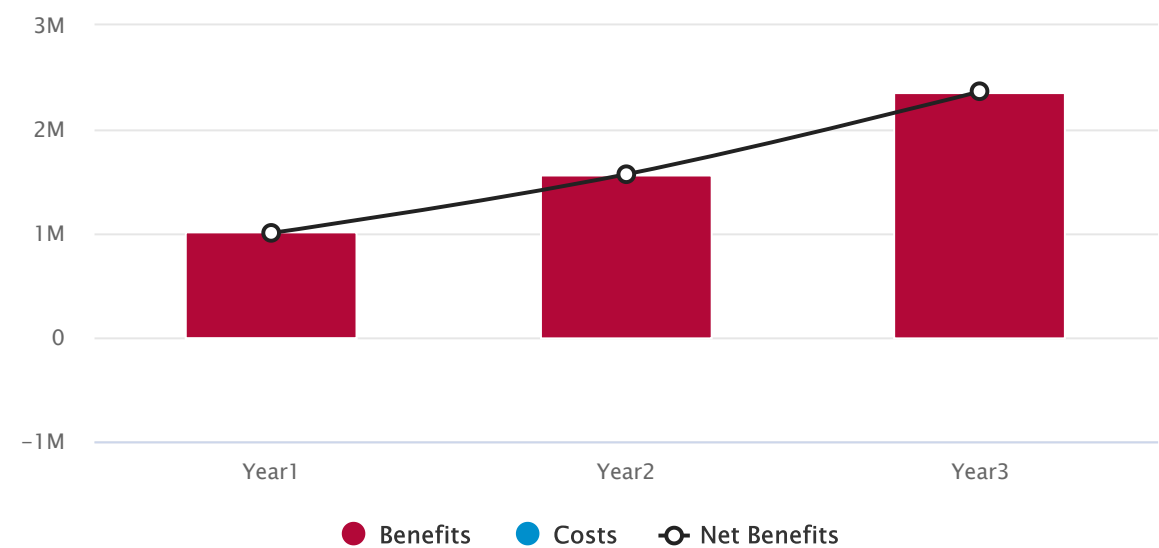
LOCATION
150 Lucius Gordon Dr.,
West Henrietta, NY
14586

TIMELINE
3 Years

F1 FIGURE 1

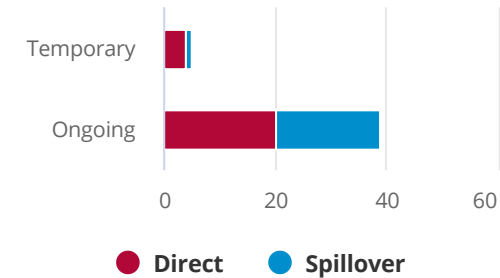
Discounted* Net Benefits for 150 LGD, LLC/D3 Engineering, LLC by Year

Total Net Benefits: \$4,941,000



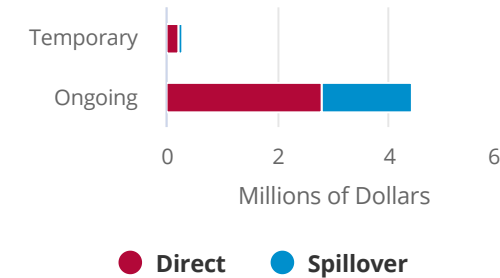
F2 FIGURE 2

Total Jobs



F3 FIGURE 3

Total Payroll



Proposed Investment

150 LGD, LLC proposes to invest \$630.0 thousand at 150 Lucius Gordon Dr., West Henrietta, NY 14586 over 3 years. Imagine Monroe staff summarize the proposed with the following: Renovation of an existing building.

T1 TABLE 1

Proposed Investments

Description	Amount
CONSTRUCTION SPENDING	
Renovation	\$550,000
OTHER SPENDING	
Purchase of FF&E	\$50,000
Engineering	\$30,000
Total Investments	\$630,000
Discounted Total (2%)	\$630,000

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 150 LGD, LLC.

Description	Nominal Value	Discounted Value*
Sales Tax Exemption	\$20,000	\$20,000
Total Costs	\$20,000	\$20,000

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
REGIONAL BENEFITS	\$3,101,000	\$1,697,000	\$4,798,000
To Private Individuals	\$3,063,000	\$1,676,000	\$4,739,000
Temporary Payroll	\$203,000	\$64,000	\$267,000
Ongoing Payroll	\$2,860,000	\$1,612,000	\$4,472,000
To the Public	\$38,000	\$21,000	\$59,000
Temporary Sales Tax Revenue	\$3,000	\$798	\$3,000
Ongoing Sales Tax Revenue	\$36,000	\$20,000	\$56,000
STATE BENEFITS	\$191,000	\$99,000	\$290,000
To the Public	\$191,000	\$99,000	\$290,000
Temporary Income Tax Revenue	\$9,000	\$3,000	\$12,000
Ongoing Income Tax Revenue	\$143,000	\$74,000	\$217,000
Temporary Sales Tax Revenue	\$3,000	\$813	\$3,000
Ongoing Sales Tax Revenue	\$36,000	\$20,000	\$57,000
Total Benefits to State & Region	\$3,292,000	\$1,796,000	\$5,088,000
Discounted Total Benefits (2%)	\$3,211,000	\$1,750,000	\$4,961,000

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	\$4,679,000	\$10,000	480:1
State	\$282,000	\$10,000	28:1
Grand Total	\$4,961,000	\$20,000	252:1

May not sum to total due to rounding.

* Discounted at 2%

CGR has exercised reasonable professional care and diligence in the the production and design of the InformAnalytics™ tool. However, the data used is provided by users. InformAnalytics does not independently verify, validate or audit the data supplied by users. CGR makes no representations or warranties with respect to the accuracy of the data supplied by users.



APPLICATION SUMMARY

DATE: November 19, 2019

APPLICANT:

Rotork Controls, Inc.
675 Mile Crossing Blvd
Rochester, NY 14624

PROJECT ADDRESS:

675 Mile Crossing Blvd
Rochester, NY 14624

PROJECT SUMMARY:

Rotork Controls, Inc. (Rotork) is a U.K., privately owned, manufacturing company with an established facility in Rochester, NY since 1979. The company manufactures actuators which provides flow control of gases or fluids for the oil, gas, power and water industries. In efforts to consolidate manufacturing functions within North America, Rotork proposes an expansion of 52,290 square feet to their existing facility in the Town of Gates. Rotork considered North Carolina before selecting Monroe County for this project. The \$7.7 million construction project will add manufacturing space with additional office space. The applicant seeks approval of a JobPlus Property Tax Abatement and Sales Tax Exemption on construction materials, furniture, fixtures and equipment purchases. Rotork will also invest \$3 million in manufacturing equipment. The \$10.7 million project is projected to create 30 full time jobs over 3 years. The job requirement is 12. The benefit to incentive ratio is 30 : 1.

PROJECT AMOUNT:

\$10,663,700 – Lease/Leaseback with Abatement

JOBS: EXISTING:

NEW:

REQUIREMENT:

120	FTEs
30	FTEs
12	FTEs

PUBLIC HEARING DATE:

October 9, 2019

**BENEFIT TO INCENTIVE
RATIO:**

30 : 1

SEQR:

REVIEWED AND PROCESS IS COMPLETE.

ELIGIBILITY:

MANUFACTURER

APPROVED PURPOSE:

JOB CREATION

Cost-Benefit Analysis for Rotork Controls, Inc.

Prepared by Imagine Monroe using InformAnalytics

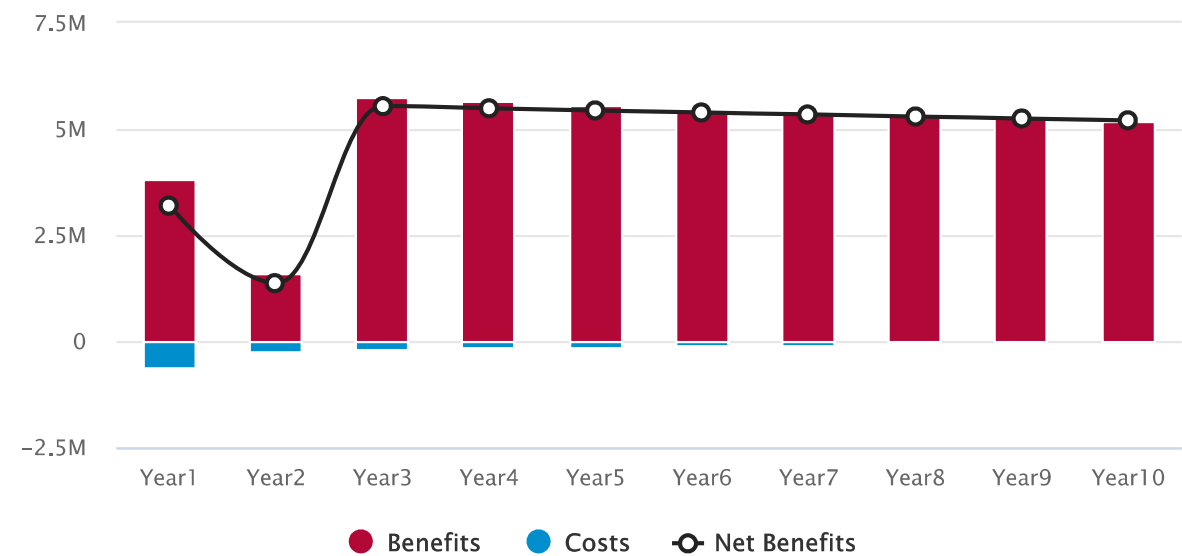
Executive Summary

INVESTOR	TOTAL INVESTED	LOCATION	TIMELINE
Rotork	\$10.7 Million	675 Mile Crossing Blvd, Rochester NY 14624	10 Years

F1 FIGURE 1

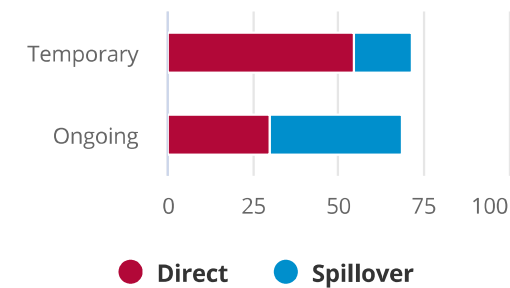
Discounted* Net Benefits for Rotork Controls, Inc. by Year

Total Net Benefits: \$47,504,000



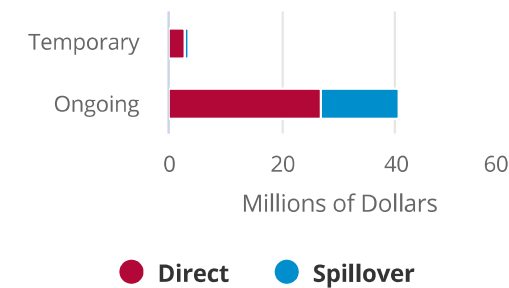
F2 FIGURE 2

Total Jobs



F3 FIGURE 3

Total Payroll



Proposed Investment

Rotork proposes to invest \$10.7 million at 675 Mile Crossing Blvd, Rochester NY 14624 over 10 years. Imagine Monroe staff summarize the proposed with the following: Expansion construction/renovation to existing facility; sales tax exemption; PILOT

T1 TABLE 1

Proposed Investments

Description	Amount
CONSTRUCTION SPENDING	
52,290 sq ft expansion of manufacturing and office space to existing facility	\$7,314,000
OTHER SPENDING	
FF&E	\$350,000
Manufacturing Equip	\$3,000,000
Total Investments	\$10,664,000
Discounted Total (2%)	\$10,664,000

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 10 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 Rotork.

Description	Nominal Value	Discounted Value*
Property Tax Exemption	\$1,303,000	\$1,237,000
Sales Tax Exemption	\$376,000	\$376,000
Total Costs	\$1,679,000	\$1,613,000

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
REGIONAL BENEFITS	\$34,562,000	\$16,131,000	\$50,693,000
To Private Individuals	\$32,564,000	\$15,933,000	\$48,497,000
Temporary Payroll	\$2,697,000	\$853,000	\$3,551,000
Ongoing Payroll	\$29,867,000	\$15,080,000	\$44,947,000
To the Public	\$1,998,000	\$198,000	\$2,196,000
Property Tax Revenue	\$1,593,000	N/A	\$1,593,000
Temporary Sales Tax Revenue	\$34,000	\$11,000	\$44,000
Ongoing Sales Tax Revenue	\$372,000	\$188,000	\$559,000
STATE BENEFITS	\$2,311,000	\$949,000	\$3,260,000
To the Public	\$2,311,000	\$949,000	\$3,260,000
Temporary Income Tax Revenue	\$121,000	\$41,000	\$162,000
Ongoing Income Tax Revenue	\$1,778,000	\$707,000	\$2,484,000
Temporary Sales Tax Revenue	\$34,000	\$11,000	\$45,000
Ongoing Sales Tax Revenue	\$378,000	\$191,000	\$569,000
Total Benefits to State & Region	\$36,873,000	\$17,081,000	\$53,954,000
Discounted Total Benefits (2%)	\$33,646,000	\$15,471,000	\$49,117,000

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	\$46,161,000	\$1,424,000	32:1
State	\$2,956,000	\$190,000	16:1
Grand Total	\$49,117,000	\$1,613,000	30:1

May not sum to total due to rounding.
* Discounted at 2%

CGR has exercised reasonable professional care and diligence in the the production and design of the InformAnalytics™ tool. However, the data used is provided by users. InformAnalytics does not independently verify, validate or audit the data supplied by users. CGR makes no representations or warranties with respect to the accuracy of the data supplied by users.



APPLICATION SUMMARY

DATE: November 19, 2019

APPLICANT:

EFPR Group, CPAs, PLLC
280 Kenneth Drive, Suite 100
Rochester, New York 14623

PROJECT ADDRESS:

100 South Clinton Ave
Rochester, New York 14604

PROJECT SUMMARY:

EFPR Group, CPAs, PLLC (EFPR), provides business valuation, auditing, forensic accounting, business management, and backoffice services to their clients. The company is headquartered in Monroe County, with operations throughout New York and Florida. EFPR proposes to maintain their headquarters in Monroe County. The company currently leases space in the Town of Henrietta and is proposing to relocate to 28,800 square feet of leased space within the currently vacant Xerox Tower, in the City of Rochester. The move will accommodate forecasted growth and assist in recruiting new talent. EFPR has been approved for the GreatRebate program through Monroe County Industrial Development Corporation and is seeking Sales Tax Exemption for furniture, fixtures and equipment purchases of \$143,690. The project will impact 78 jobs and create 7 new FTEs over one year. The job requirement is 2. The Benefit/Incentive ratio is 76 : 1

PROJECT AMOUNT:

\$143,690 – Sales Tax Exemptions Only

SALES TAX EXEMPTION:

\$11,495

JOBS: EXISTING:

78 FTEs

NEW:

7 FTEs

**GREATREBATE
REQUIREMENT:**

2 FTEs

**BENEFIT TO INCENTIVE
RATIO:**

76 : 1

SEQR:

Type II Action under SEQR Section 617.5

ELIGIBILITY:

APPROVED GREATRATE/REBATE - EQUIPLUS ONLY

APPROVED PURPOSE:

JOB CREATION

Cost-Benefit Analysis for EFPR Group - Equiplus

Prepared by Imagine Monroe using InformAnalytics

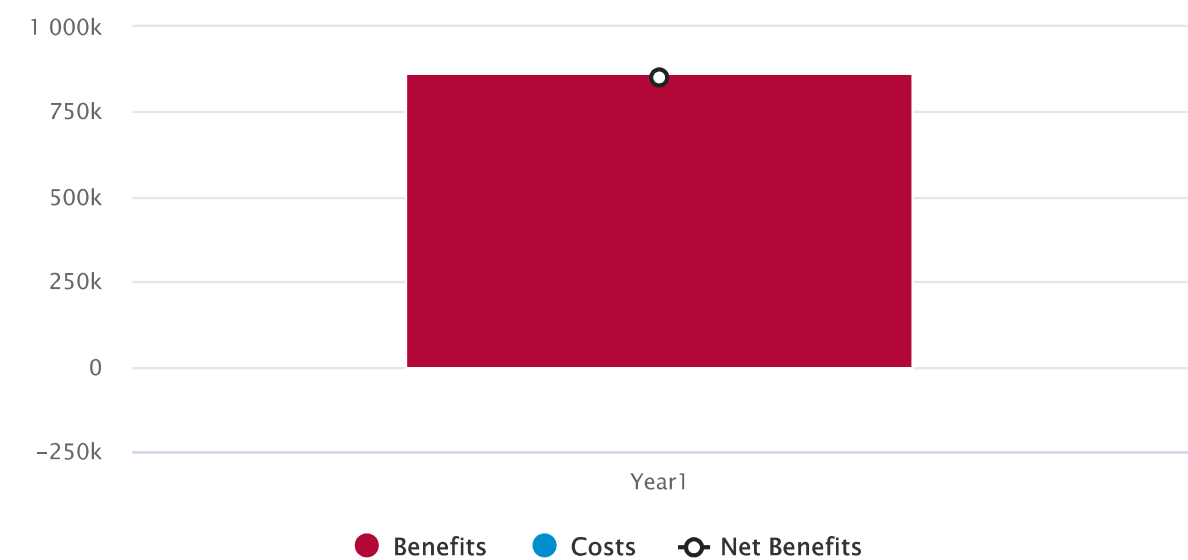
Executive Summary

INVESTOR	TOTAL INVESTED	LOCATION	TIMELINE
EFPR Group, CPAs, PLLC	\$143.7 Thousand	100 S Clinton Ave Rochester NY 14604	1 Years

F1 FIGURE 1

Discounted* Net Benefits for EFPR Group - Equiplus by Year

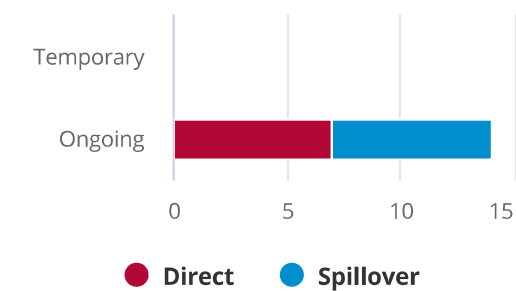
Total Net Benefits: \$851,000



Discounted at 2%

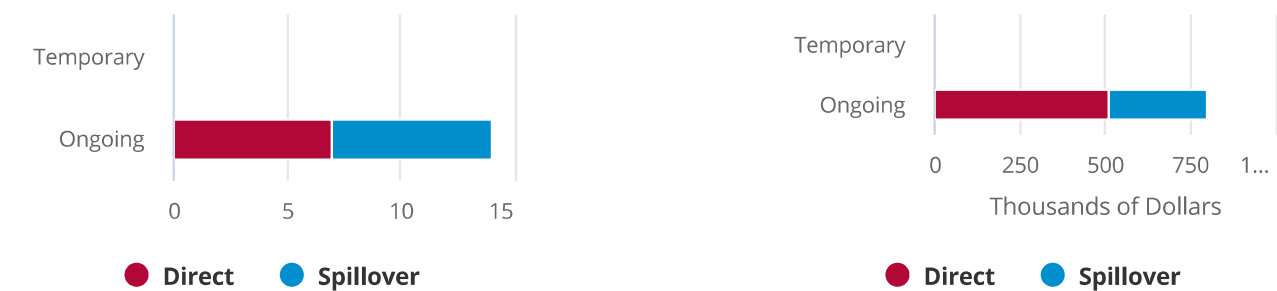
F2 FIGURE 2

Total Jobs



F3 FIGURE 3

Total Payroll



Proposed Investment

EFPR Group, CPAs, PLLC proposes to invest \$143.7 thousand at 100 S Clinton Ave Rochester NY 14604 over 1 years. Imagine Monroe staff summarize the proposed with the following: EFPR proposes to move operations to the City of Rochester and lease two floors in the currently vacant Xerox Tower. The applicant is applying for sales tax exemption only for furniture, fixtures and equipment.

T1 TABLE 1

Proposed Investments

Description	Amount
OTHER SPENDING	
FF&E	\$144,000
Total Investments	\$144,000
Discounted Total (2%)	\$144,000

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 1 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 EFPR Group, CPAs, PLLC.

Description	Nominal Value	Discounted Value*
Sales Tax Exemption	\$11,000	\$11,000
Total Costs	\$11,000	\$11,000

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
REGIONAL BENEFITS	\$520,000	\$293,000	\$813,000
To Private Individuals	\$513,000	\$289,000	\$803,000
Ongoing Payroll	\$513,000	\$289,000	\$803,000
To the Public	\$6,000	\$4,000	\$10,000
Ongoing Sales Tax Revenue	\$6,000	\$4,000	\$10,000
STATE BENEFITS	\$32,000	\$17,000	\$49,000
To the Public	\$32,000	\$17,000	\$49,000
Ongoing Income Tax Revenue	\$26,000	\$13,000	\$39,000
Ongoing Sales Tax Revenue	\$7,000	\$4,000	\$10,000
Total Benefits to State & Region	\$552,000	\$310,000	\$862,000
Discounted Total Benefits (2%)	\$552,000	\$310,000	\$862,000

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	\$813,000	\$6,000	144:1
State	\$49,000	\$6,000	9:1
Grand Total	\$862,000	\$11,000	76:1

May not sum to total due to rounding.
* Discounted at 2%

CGR has exercised reasonable professional care and diligence in the the production and design of the InformAnalytics™ tool. However, the data used is provided by users. InformAnalytics does not independently verify, validate or audit the data supplied by users. CGR makes no representations or warranties with respect to the accuracy of the data supplied by users.