



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: PANORAMA LANDING, LLC
Address: 1890 S WINTON ROAD SUITE 100
City/State/Zip: ROCHESTER NY 14618
Tax Id No.: 47-5593436
Contact Name: EVAN GALLINA
Title: MEMBER
Telephone: [REDACTED]
E-Mail: [REDACTED]

B. Applicant's Legal Counsel

Name: DANIEL BRYSON
Firm: LAZY KATZEN, LLP
Address: 600 BAUSCH & LOMB
City/State/Zip: ROCHESTER NY 14604
Telephone: [REDACTED]
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>ANDREW GALLINA</u>	<u>19.82</u>	<u>MEMBER</u>
<u>EVAN GALLINA</u>	<u>26.73</u>	<u>MEMBER</u>
<u>LAUREN GALLINA</u>	<u>26.72</u>	<u>MEMBER</u>
<u>ROBERT GALLINA</u>	<u>26.73</u>	<u>MEMBER</u>
<u> </u>	<u> </u>	<u> </u>
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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: 963 PANORAMA TRAIL S

Tax Map Parcel Number: 139.13-1-1.42

City/Town/Village: **PITTSFORD**

School District EAST ROCHESTER UNION FREE

Zip **14624**

Current Legal Owner of Property:

PANORAMA LANDING 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: **TOWN SQUARE HEALTH**

Address: 222 Merchandise Mart, Suite 228

City/State/Zip: Chicago, IL 60654

Tax ID No: 39-2894572

Contact Name: David Buchanan

Title: CEO

Telephone: [REDACTED]

Email: [REDACTED]

% of facility to be occupied by user/tenant 100%

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

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

Name	%	Corporate Title
See attached.		

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F. Project Timeline

Proposed Date of Acquisition: _____

Proposed Commencement Date of Construction: 10/1/2026

Anticipated Completion Date: 10/1/2027

G. Contractor(s)

GAL-SON DEVELOPMENT, INC.

II.PROJECT (cont'd)

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

NAICS Code: _____

Please see attached.

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.

Town Square Health is a new to market medical provider seeking a unique facility to operate its business in Monroe County. Based on the ever increasing costs of construction, it is extremely challenging to create a Class A facility at a competitive market rate. We are asking for financial assistance in an effort to help reduce Town Square Health's overall cost as they enter the marketplace and establish themselves as a medical provider in Monroe County. By coupling sales tax exemption, mortgage tax exemption and a PILOT program, we are able to provide competitive pricing on a long term lease basis.

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

☐ Yes ☒ No

Location:

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 1.

☐ **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.

☐ **Housing**

☐ **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. \$ 1,785,000
b. Labor b. \$ 965,000

Site Work

- c. Materials c. \$ 215,000
d. Labor d. \$ 95,000
e. Non-Manufacturing Equipment e. \$ _____
f. Manufacturing Equipment f. \$ _____
g. Equipment Furniture and Fixtures g. \$ _____
h. Land and/or Building Purchase h. \$ 220,000
i. Soft Costs (Legal, Architect, Engineering) i. \$ 150,000

- Other (specify) j. _____ j. \$ _____
k. _____ k. \$ _____
l. _____ l. \$ _____
m. _____ m. \$ _____

Total Project Costs \$ 3,430,000
(must equal Total Sources)

- B. Sources of Funds for Project Costs:

- a. Tax Exempt Industrial Revenue Bond a. \$ _____
b. Taxable Industrial Revenue Bond b. \$ _____
c. Bank Financing c. \$ 2,750,000
d. TOTAL Public Sources d. \$ _____

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

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

- e. Equity e. \$ 680,000
TOTAL SOURCES \$ 3,430,000
(must equal Total Project Costs)

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

☒ Yes ☐ No

If yes, please specify bank, underwriter, etc.

Five Star Bank
Todd Andrews

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 Town Square Health, Inc.

- 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. \$ 500,000

- Other (specify): f. _____ f. \$ _____
g. _____ g. \$ _____
h. _____ h. \$ _____
i. _____ i. \$ _____

Total Project Costs \$ 500,000

Value of Incentives
Panorama Landing, LLC

A. IDA PILOT Benefits:

Current Assessment	\$327,800
Value of New Construction & Renovation Costs	\$2,000,000
Estimated New Assessed Value Subject to IDA	\$2,327,800
Current Taxes	\$13,545
Current Taxes Escalator	2%
PILOT Terms - Years	10
County Tax rate/\$1,000	9.29000
Local Tax Rate* Tax Rate/\$1,000	3.13000
School Tax Rate /\$1,000	28.90000
Total Tax Rate	41.32000

B. Sales Tax Exemption Benefit:

Estimated value of Sales Tax exemption:	\$200,000
Estimated duration of ST exemption:	12/31/2027

C. Mortgage Recording Tax Exemption (MRTE) Benefit:

Estimated Value of MRTE:	\$20,625
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D. Industrial Revenue Bond Benefit

IRB inducement amount:	\$0
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E. Percentage of Project Costs financed from Public Sector sources:

Total Value of Incentives:	\$613,050
Project Construction Costs:	\$3,930,000
	15.60%

PILOT Schedule

PILOT Year	% Abatement	County PILOT Amount	Local PILOT Amount	School PILOT Amount	Total PILOT Amount	Full Tax Payment w/o PILOT***	Net Exemption**
	Total	\$115,217	\$38,819	\$358,425	\$512,460	\$904,885	\$392,425
1	90%	\$1,858	\$626	\$5,780	\$8,264	\$82,640	\$74,376
2	80%	\$3,790	\$1,277	\$11,791	\$16,859	\$84,293	\$67,434
3	70%	\$5,799	\$1,954	\$18,041	\$25,794	\$85,979	\$60,185
4	60%	\$7,887	\$2,657	\$24,535	\$35,079	\$87,698	\$52,619
5	50%	\$10,056	\$3,388	\$31,282	\$44,726	\$89,452	\$44,726
6	40%	\$12,308	\$4,147	\$38,290	\$54,745	\$91,241	\$36,496
7	30%	\$14,647	\$4,935	\$45,565	\$65,146	\$93,066	\$27,920
8	20%	\$17,074	\$5,753	\$53,115	\$75,942	\$94,927	\$18,985
9	10%	\$19,592	\$6,601	\$60,950	\$87,143	\$96,826	\$9,683
10	0%	\$22,205	\$7,481	\$69,076	\$98,762	\$98,762	\$0

VII. PROJECTED EMPLOYMENT

Complete for each Applicant or User/Tenant

Company Name: Town Square Health, 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)	2		30	32
Part Time (PTE)				
Total	2	0	30	32

** 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 Market Area, in the fourth column. The Labor Market 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 Panorama Landing, LLC/ GAL-SON DEVELOPMENT, 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.

EAG

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.*

EAG

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.

EAG

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.

EAG

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.

EAG

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.

EAG

Exemption Process

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

- 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.
- 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).
- 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).
- 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.

Panorama Landing, LLC

(APPLICANT COMPANY)

Town Square Health, Inc.

(TENANT COMPANY)



Signature

Member 23/07/2026

, Title

Date



Signature

CEO 23/07/2026

, 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.

Panorama Landing, LLC

(APPLICANT COMPANY)

Evan Palma

Evan Palma (Jul 23, 2026 13:47:24 EDT)

Member 23/07/2026

Signature

, Title

Date

Town Square Health, Inc.

(TENANT COMPANY)

David Buchanan

David Buchanan (Jul 23, 2026 12:06:46 CDT)

CEO 23/07/2026

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: N/A
-
- 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

Panorama Landing, LLC

TENANT COMPANY

Town Square Health, Inc.

Evan Gallina

Evan Gallina (Jul 23, 2026 15:51:53 EDT)

Signature

Member 23/07/2026

Title

Date

David Buchanan

David Buchanan (Jul 23, 2026 14:16:34 CDT)

Signature

Chief Executive 23/07/2026

Title

Date



Rev 1/2026 13

Section 2

Additional User/Tenant:

Town Square Medical, P.C.

41-4957122

Owner: David Buchanan, 100%

Town Square Health, Inc.

David Buchanan — 89.517% — CEO

Marshall Glanzer — 4.058% — CTO

Ellen Wagner — 2.029% — Shareholder

Fiona Weber — 1.691% — Shareholder

Lauren Ranalli — 1.353% — Shareholder

Bryan Branson — 0.676% — Shareholder

Amy Christenson — 0.676% — Shareholder

At the core of Town Square Health is a value-based approach to primary care for adults on Medicare. Rather than measuring success by the volume of visits squeezed into a day, Town Square Health measures it by outcomes, by whether patients are healthier, more supported, and more in control of their own care. That distinction shapes everything.

It starts with panel size. The Town Square Health model intentionally keeps provider patient panels smaller than the industry norm, which means providers aren't racing the clock. They have room to actually listen, to understand a patient's full health picture, and to build the kind of real relationship that only comes from time and continuity. As CEO and co-founder Dr. David Buchanan puts it, primary care "should be built on trust, real relationships, and a care team that takes the time to listen, explain, and stay with patients over time."

The second piece, and the one that makes the smaller panel model sustainable, is thoughtful use of AI and technology. Town Square Health supports care teams with tools that handle the administrative weight of care: follow-up outreach, documentation, care coordination tasks, and the countless small threads that connect one visit to the next. That's deliberate. Better care depends on what happens between appointments, not just during them.

By letting technology carry more of that coordination burden, Town Square Health frees providers and care teams to spend their time where it matters most: face-to-face with patients. The result is care that feels less like a transaction and more like a relationship, someone who knows your history, follows up when they say they will, and helps you navigate specialty care, chronic conditions, and everything in between without you having to be your own project manager.

A defining feature of the Town Square Health model is its ability to bring specialty care directly into the primary care setting through virtual health technology. Rather than requiring patients to seek out and travel to separate specialist offices, often a significant burden for older adults managing mobility limitations, transportation constraints, or multiple chronic conditions, Town Square Health coordinates specialty visits that take place virtually, on-site, at the same location where patients already receive their primary care.

This approach allows patients to see specialists without leaving the practice, supported by their existing care team throughout the visit. It reduces the fragmentation that typically occurs when care is split across disconnected systems and locations, and it ensures that specialty input is integrated directly into the patient's ongoing care plan rather than existing as a separate, disconnected event. This results in a more cohesive overall care experience.

Complementing this model is Town Square Health's use of dedicated care navigators, who serve as a consistent point of contact for patients across every stage of their care. The care navigator role is designed to close the gaps that most often lead to poor outcomes for older adults: missed follow-ups, unclear next steps after a specialist visit, difficulty understanding a treatment plan, or uncertainty about which provider to contact with a given concern.

Rather than leaving patients and caregivers to coordinate care on their own, each patient is paired with a care navigator who helps manage appointments, communicates updates between visits,

and ensures that recommendations from specialty and primary care providers are carried through consistently. This function is also supported by Town Square Health's AI-enabled technology, which helps care navigators track follow-up items and patient outreach at scale, allowing the navigator role to remain personal and relationship-based, rather than purely administrative.

Town Square Medical is a physician-owned primary care practice bringing this model to life in New York, supported by Town Square Health's team and technology. The practice is opening its very first location this September in Rochester, at 2275 S. Clinton Ave, as a temporary facility until a long-term facility is built at 963 Panorama Trail South. Rochester is more than a location on a map; it's the community that gets to be first to experience this approach to primary care.

For the older adults and caregivers of Rochester, this means a primary care option built specifically around them: smaller panels, more face time, a care team that stays with them, and technology working quietly in the background so the humans up front can focus on being human. This isn't just about opening a practice location in Rochester, it's opening the door to a different kind of healthcare experience, and the team couldn't be more excited to become part of the community.

Due to the unique nature of the model, and desire to create a first of its kind facility in Rochester, Town Square Health has elected to develop an office from the ground up. The facility will be located at 963 Panorama Trail South, which is located within an existing office park in Pittsford, developed, owned, and managed by Gallina Development Corporation and its affiliates. The facility will be approximately 9,000 square feet of single story, Class A, medical office space with a parking ratio of 6/1,000 and equipped with new, modern mechanical systems. The space will house 16 exam rooms, conference space, a lab, team room space and general support space for Town Square Health's operation.

County of Monroe Industrial Development Agency

MRB Cost Benefit Calculator

Date August, 18th 2026
Project Title Panorama Landing, LLC
Project Location 1890 S. Winton Road Suite 100, Rochester, NY 14618



Economic Impacts

Summary of Economic Impacts over the Life of the PILOT

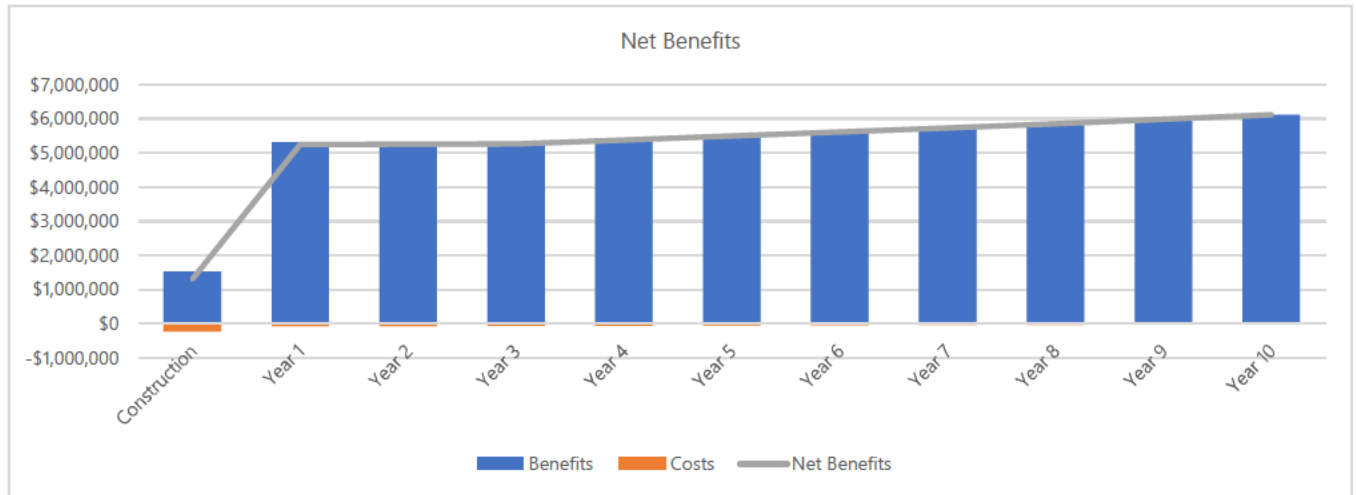
Project Total Investment

\$3,930,000

Temporary (Construction)			
	Direct	Indirect	Total
Jobs	20	4	24
Earnings	\$1,211,628	\$229,896	\$1,441,523
Local Spend	\$3,144,000	\$782,601	\$3,926,601

Ongoing (Operations)			
Aggregate over life of the PILOT			
	Direct	Indirect	Total
Jobs	30	8	38
Earnings	\$47,623,361	\$5,572,398	\$53,195,759

Figure 1



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

Figure 2

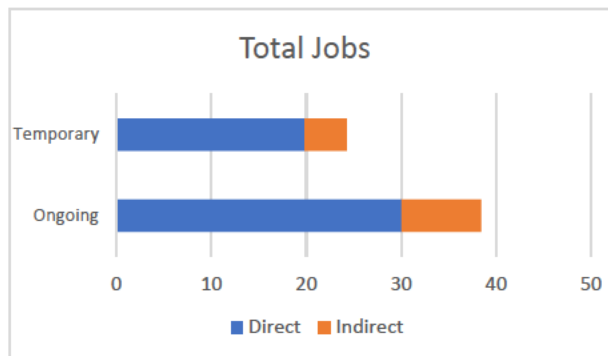
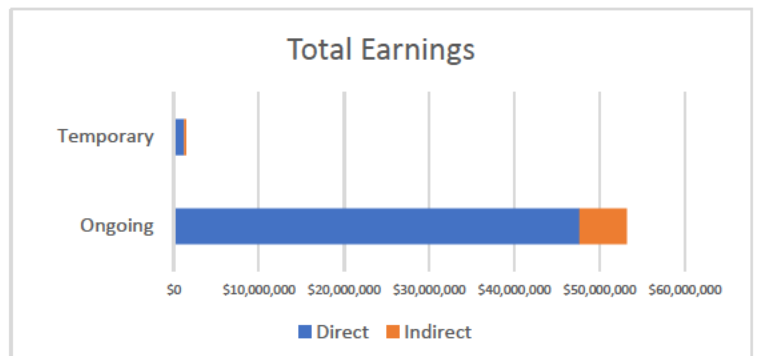


Figure 3



Fiscal Impacts

Estimated Costs of Exemptions

	Nominal Value	Discounted Value*
Property Tax Exemption	\$392,425	\$364,588
Sales Tax Exemption	\$200,000	\$200,000
Local Sales Tax Exemption	\$100,000	\$100,000
State Sales Tax Exemption	\$100,000	\$100,000
Mortgage Recording Tax Exemption	\$20,625	\$20,625
Local Mortgage Recording Tax Exemption	\$6,875	\$6,875
State Mortgage Recording Tax Exemption	\$13,750	\$13,750
Total Costs	\$613,050	\$585,213

State and Local Benefits

	Nominal Value	Discounted Value*
Local Benefits	\$55,532,203	\$49,883,126
To Private Individuals	\$54,637,282	\$49,093,862
Temporary Payroll	\$1,441,523	\$1,441,523
Ongoing Payroll	\$53,195,759	\$47,652,338
Other Payments to Private Individuals	\$0	\$0
To the Public	\$894,921	\$789,265
Increase in Property Tax Revenue	\$512,460	\$445,608
Temporary Jobs - Sales Tax Revenue	\$10,091	\$10,091
Ongoing Jobs - Sales Tax Revenue	\$372,370	\$333,566
Other Local Municipal Revenue	\$0	\$0
State Benefits	\$2,841,139	\$2,552,881
To the Public	\$2,841,139	\$2,552,881
Temporary Income Tax Revenue	\$64,869	\$64,869
Ongoing Income Tax Revenue	\$2,393,809	\$2,144,355
Temporary Jobs - Sales Tax Revenue	\$10,091	\$10,091
Ongoing Jobs - Sales Tax Revenue	\$372,370	\$333,566
Total Benefits to State & Region	\$58,373,342	\$52,436,007

Benefit to Cost Ratio

	Benefit*	Cost*	Ratio
Local	\$49,883,126	\$471,463	106:1
State	\$2,552,881	\$113,750	22:1
Grand Total	\$52,436,007	\$585,213	90:1

*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