

APPLICATION SUMMARY

DATE: April 19, 2016

APPLICANT:

High Falls Operating Co., LLC 445 St. Paul Street Rochester, New York 14605

PROJECT LOCATION:

419, 471, 479 & 495 St. Paul Street Rochester, New York 14605
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PROJECT SUMMARY:



<p>High Falls Operating Co., LLC (HFOC), is one of the largest and oldest continually operating breweries in the United States. In addition to its own brands, HFOC is also a contract brewer for numerous other brands. HFOC is part of North American Breweries. HFOC is proposing a \$10.3 Million modernization project at its current location in the City of Rochester. HFOC is proposing construction of a new 18,000 square foot brewery building and the installation of new beer holding tanks. Additionally, HFOC will be investing \$29.3 Million in manufacturing equipment. HFOC sees this project as critical to the future of the company and the retention and expansion of the existing employment base. The project will retain 530 FTEs and is projected to create 51 new FTEs over the next three years. The applicant is seeking approval of sales tax exemption only. The Benefit/Incentive ratio is 16.2:1.</p>

PROJECT AMOUNT:

\$10,300,000 – Sales Tax Exemptions Only
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EXEMPTIONS:

\$ 422,400

JOBS: EXISTING RETAINED:

530	FTEs
51	FTEs

NEW:

REAL PROPERTY TAXES:

EXISTING:

\$1,255,674

WITH IMPROVEMENTS:

\$1,496,525

PUBLIC HEARING DATE:

April 19, 2016

BENEFIT TO INCENTIVE RATIO:

16.2: 1

SEQR:

REVIEWED AND PROCESS IS COMPLETE.

ELIGIBILITY:

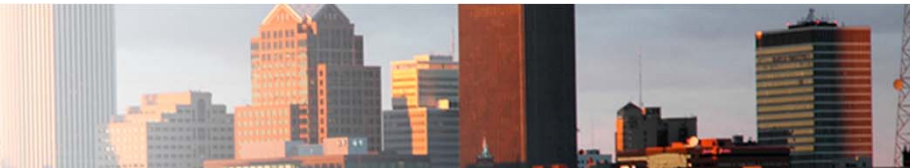
MANUFACTURER

APPROVED PURPOSE:

JOB RETENTION & CREATION

RECOMMEND APPROVAL:

Acting Executive Director



Board Report

Table 1: Basic Information

Project Applicant	High Falls Operating Co., LLC
Project Name	Modernization
Project Industry	Beverage Manufacturing
Municipality	Rochester
School District	Rochester
Type of Transaction	Lease/Leaseback
Project Cost	\$10,300,000
Mortgage Amount	\$0
Employment at Application (Annual FTEs)	530
Direct Employment Expected to Result from Project (Annual FTEs)	51

Table 2: Estimated State & Regional Benefits / Estimated Project Incentives Analysis (Discounted Present Value^{*})

Total State & Regional Benefits	\$6,855,602	
Total Project Incentives	\$422,400	
State & Regional Benefits to Incentives Ratio	16.2:1	
Projected Employment	State	Region
Total Employment	308	308
Direct**	51	51
Indirect***	98	98
Induced****	67	67
Temporary Construction (Direct and Indirect)	92	92

Table 3: Estimated State & Regional Benefits (Discounted Present Value^{*})

Total State & Regional Benefits	\$6,855,602
Income Tax Revenue	\$4,078,142
Property Tax Revenue	\$240,851
Sales Tax Revenue	\$2,484,759
IDA Fee	\$51,850

Table 4: Estimated Project Incentives (Discounted Present Value^{*})

Total Project Incentives	\$422,400
Mortgage Tax	\$0
Sales Tax	\$422,400

* Figures over 10 years and discounted by 2%

** **Direct** – The recipient of COMIDA assistance adds jobs new to the regional economy or retains jobs at risk of being lost to another region. Investments that result in displacing existing jobs (e.g., most retail and many service sector projects) do not fall under this definition.

*** **Indirect** – The recipient of COMIDA assistance makes purchases from regional firms, which stimulates suppliers to add jobs and payroll that are new to the regional economy or are saved from being lost to competitors outside the region.

**** **Induced** – The recipient of COMIDA assistance, by adding to payroll – either through new jobs or retention of jobs at risk – stimulates household spending that is new to the regional economy or saved from being lost to competitors outside the region.



APPLICATION SUMMARY

DATE: April 19, 2016

APPLICANT: Calkins Corp. Park LLC
200 Red Creek Drive, Suite 200
Rochester, New York 14623

TENANT & PROJECT LOCATION: Highland Hospital Cardiology Group
600 Red Creek Drive
Rochester, New York 14623

PROJECT SUMMARY: Calkins Corporate Park LLC, a local real estate development company, is proposing the construction of a 31,214 square foot medical office building in the Town of Henrietta which will be leased to Highland Hospital Cardiology Group. The \$8,000,000 project will impact 24 FTEs and is projected to create 3 new FTEs over the next three years. The applicant is seeking approval of LeasePlus property tax abatement. The job creation requirement is 2 FTEs. The Benefit/Incentive ratio is 1.1:1.



PROJECT AMOUNT: \$8,000,000 – Lease/Leaseback with LeasePlus

JOBS: EXISTING:	24 FTEs
NEW:	3 FTEs
REQUIREMENT:	2 FTEs

REAL PROPERTY TAXES:

EXISTING:	\$ 10,436
WITH IMPROVEMENTS:	\$754,795

PUBLIC HEARING DATE: April 18, 2016

BENEFIT TO INCENTIVE RATIO: 1.1: 1

SEQR: REVIEWED AND PROCESS IS COMPLETE.

ELIGIBILITY: NEW COMMERCIAL CONSTRUCTION WITH INCREASE TO THE TAX BASE

APPROVED PURPOSE: JOB CREATION

RECOMMEND APPROVAL: _____
Acting Executive Director



Board Report

Table 1: Basic Information

Project Applicant	Calkins Corp. Park LLC
Project Name	Highland Hospital Cardiology
Project Industry	Ambulatory Health Care Services
Municipality	Henrietta Town
School District	Rush-Henrietta
Type of Transaction	Lease
Project Cost	\$8,000,000
Mortgage Amount	\$6,150,000
Employment at Application (Annual FTEs)	24
Direct Employment Expected to Result from Project (Annual FTEs)	3
Direct Employment Required for PILOT (Annual FTEs)	2

Table 2: Estimated State & Regional Benefits / Estimated Project Incentives Analysis (Discounted Present Value^{*})

Total State and Regional Benefits	\$1,212,322	
Total Project Incentives	\$1,128,877	
State and Regional Benefits to Incentives Ratio	1.1:1	
Projected Employment	State	Region
Total Employment	105	105
Direct**	3	3
Indirect***	1	1
Induced****	1	1
Temporary Construction (Direct and Indirect)	100	100

Table 3: Estimated State & Regional Benefits (Discounted Present Value^{*})

Total State and Regional Benefits	\$1,212,322
Income Tax Revenue	\$245,520
Property Tax/PILOT Revenue	\$745,359
Sales Tax Revenue	\$161,093
IDA Fee	\$60,350

Table 4: Estimated Project Incentives (Discounted Present Value^{*})

Total Project Incentives	\$1,128,877
Mortgage Tax	\$61,500
Property Tax Above 485-b	\$747,377
Sales Tax	\$320,000

* Figures over 10 years and discounted by 2%

** Direct - The recipient of IDA assistance adds new jobs to the regional economy and/or retains jobs at risk of being lost to another region. Investments that result in displacing existing jobs (e.g., most retail and many service sector industries) do not fall under this definition.

*** Indirect - The recipient of IDA assistance makes purchases from regional firms, which stimulates suppliers to add jobs and payroll that are new to the regional economy or are saved from being lost to competitors outside the region.

**** Induced - The recipient of IDA assistance by adding to and/or retaining payroll stimulates household spending that is new to the regional economy and/or saved from being lost to competitors outside the region.



APPLICATION SUMMARY

DATE: April 19, 2016

APPLICANT:

2016 Gateway Business Center LLC
1080 Pittsford-Victor Road
Pittsford, New York 14534

PROJECT LOCATION:

Gateway Business Center
Pinewild Drive
Rochester, New York 14606

PROJECT SUMMARY:

2016 Gateway Business Center LLC, a Morgan real estate development company, is proposing a three building commercial development on 8.82 acres of land in the Town of Greece. The three buildings will contain 75,400 square feet of office and warehouse space, with related parking, utilities, grading and landscaping. The \$11,180,000 project is projected to create 15 new FTEs over the next three years from as yet unnamed tenants. The applicant is seeking approval of the JobsPlus property tax abatement. The job creation requirement is 1 FTE. The Benefit/Incentive ratio is 2.4:1.

PROJECT AMOUNT:

\$11,180,000 – Lease/Leaseback with JobsPlus

JOBS: EXISTING:

0 FTEs

NEW:

15 FTEs

REQUIREMENT:

1 FTEs

REAL PROPERTY TAXES:

EXISTING:

\$ 119,891

WITH IMPROVEMENTS:

\$1,689,535

PUBLIC HEARING DATE:

April 18, 2016

BENEFIT TO INCENTIVE RATIO:

2.4: 1

SEQR:

REVIEWED AND PROCESS IS COMPLETE.

ELIGIBILITY:

NEW COMMERCIAL CONSTRUCTION WITH INCREASE TO THE TAX BASE

APPROVED PURPOSE:

JOB CREATION

RECOMMEND APPROVAL:

Acting Executive Director



Board Report

Table 1: Basic Information

Project Applicant	2016 Gateway Business Center LLC
Project Name	Office & Warehouse
Project Industry	Wholesale Trade
Municipality	Greece Town
School District	Greece
Type of Transaction	Lease
Project Cost	\$11,180,000
Mortgage Amount	\$6,600,000
Employment at Application (Annual FTEs)	0
Direct Employment Expected to Result from Project (Annual FTEs)	15
Direct Employment Required for PILOT (Annual FTEs)	1

Table 2: Estimated State & Regional Benefits / Estimated Project Incentives Analysis (Discounted Present Value^{*})

Total State and Regional Benefits	\$2,569,282	
Total Project Incentives	\$1,071,121	
State and Regional Benefits to Incentives Ratio	2.4:1	
Projected Employment	State	Region
Total Employment	108	108
Direct**	15	15
Indirect***	6	6
Induced****	9	9
Temporary Construction (Direct and Indirect)	78	78

Table 3: Estimated State & Regional Benefits (Discounted Present Value^{*})

Total State and Regional Benefits	\$2,569,282
Income Tax Revenue	\$550,403
Property Tax/PILOT Revenue	\$1,569,644
Sales Tax Revenue	\$365,036
IDA Fee	\$84,200

Table 4: Estimated Project Incentives (Discounted Present Value^{*})

Total Project Incentives	\$1,071,121
Mortgage Tax	\$66,000
Property Tax Above 485-b	\$538,721
Sales Tax	\$466,400

* Figures over 10 years and discounted by 2%

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*** Indirect - The recipient of IDA assistance makes purchases from regional firms, which stimulates suppliers to add jobs and payroll that are new to the regional economy or are saved from being lost to competitors outside the region.

**** Induced - The recipient of IDA assistance by adding to and/or retaining payroll stimulates household spending that is new to the regional economy and/or saved from being lost to competitors outside the region.



APPLICATION SUMMARY

DATE: April 19, 2016

APPLICANT: Panorama Landing LLC
1890 South Winton Road, Suite 100
Rochester, New York 14618

PROJECT ADDRESS: 955 Panorama Trail South
Rochester, New York 14625

PROJECT SUMMARY: Panorama Landing LLC (PL), a Gallina real estate development company, is proposing \$9,935,000 redevelopment project of the former Washington Drive-in Theater site in the town of Pittsford. The approximately 21 acre site will be developed into a new business park with five single story office buildings. The project is projected to create 3 new FTEs over the next three years from as yet unnamed tenants. PL is seeking approval of sales and mortgage tax exemptions only for Phase 1 of the project which will include construction of the entry road, site improvements for the first three lots and construction of the first three buildings. The Benefit/Incentive ratio is 5.9:1.

PROJECT AMOUNT: \$9,935,000 – Sales & Mortgage Tax Exemptions Only
EXEMPTIONS: \$ 319,920

JOBS: EXISTING: 0 | FTEs
NEW: 3 | FTEs

REAL PROPERTY TAXES:
EXISTING: \$ 310,064
WITH IMPROVEMENTS: \$1,401,149

PUBLIC HEARING DATE: April 18, 2016

BENEFIT TO INCENTIVE RATIO: 5.9 : 1

SEQR: REVIEWED AND PROCESS IS COMPLETE.

ELIGIBILITY: NEW COMMERCIAL CONSTRUCTION WITH INCREASE TO THE TAX BASE

APPROVED PURPOSE: JOB CREATION

RECOMMEND APPROVAL: _____
Acting Executive Director



Board Report

Table 1: Basic Information

Project Applicant	Panorama Landing LLC
Project Name	New Office Park
Project Industry	Professional, Scientific, and Technical Services
Municipality	Pittsford Town
School District	East Rochester
Type of Transaction	Tax Exemptions
Project Cost	\$9,935,000
Mortgage Amount	\$5,000,000
Employment at Application (Annual FTEs)	0
Direct Employment Expected to Result from Project (Annual FTEs)	3

Table 2: Estimated State & Regional Benefits / Estimated Project Incentives Analysis (Discounted Present Value^{*})

Total State and Regional Benefits	\$1,873,499	
Total Project Incentives	\$319,920	
State and Regional Benefits to Incentives Ratio	5.9:1	
Projected Employment	State	Region
Total Employment	129	129
Direct**	3	3
Indirect***	1	1
Induced****	2	2
Temporary Construction (Direct and Indirect)	123	123

Table 3: Estimated State & Regional Benefits (Discounted Present Value^{*})

Total State and Regional Benefits	\$1,873,499
Income Tax Revenue	\$246,689
Property Tax/PILOT Revenue	\$1,401,149
Sales Tax Revenue	\$175,636
IDA Fee	\$50,025

Table 4: Estimated Project Incentives (Discounted Present Value^{*})

Total Project Incentives	\$319,920
Mortgage Tax	\$50,000
Sales Tax	\$269,920

* Figures over 10 years and discounted by 2%

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**** Induced - The recipient of IDA assistance by adding to and/or retaining payroll stimulates household spending that is new to the regional economy and/or saved from being lost to competitors outside the region.

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APPLICATION SUMMARY

DATE: April 19, 2016

APPLICANT:

VS Developers LLC
24 West Avenue
Spencerport, New York 14559

PROJECT LOCATION:

9 & 20 South Avenue
Hilton, New York 14468

PROJECT SUMMARY:



VS Developers LLC (VS), a local real estate development company, is proposing the redevelopment of two parcels in the Village of Hilton. The \$309,750 project will renovate a vacant former hardware store with new windows, siding, façade improvements, signage, handicap access and updated utilities. A new two story addition, which will replace an existing commercial garage and residence, will expand the existing commercial building to accommodate additional retail space and two new apartments. The applicant is seeking approval of the JobsPlus property tax abatement. The job creation requirement is 1 FTE. The Benefit/Incentive ratio is 1.4:1. Both the Village of Hilton and the Town of Parma are in support of the project as it will help with the revitalization of the village.

PROJECT AMOUNT:

\$309,750 – Lease/Leaseback with JobsPlus

JOBS: EXISTING:
REQUIREMENT:

0	FTEs
1	FTEs

REAL PROPERTY TAXES:

EXISTING:

\$ 90,198

WITH IMPROVEMENTS:

\$ 105,406

BENEFIT TO INCENTIVE RATIO:

1.4: 1

SEQR:

REVIEWED AND PROCESS IS COMPLETE.

ELIGIBILITY:

NEW COMMERCIAL CONSTRUCTION WITH INCREASE TO THE TAX BASE

APPROVED PURPOSE:

COMMUNITY DEVELOPMENT

RECOMMEND APPROVAL:

Acting Executive Director



Board Report

Table 1: Basic Information

Project Applicant	VS Developers LLC
Project Name	Redevelopment
Project Industry	Building Material and Garden Equipment and Supplies Dealers
Municipality	Hilton Village
School District	Hilton
Type of Transaction	Lease
Project Cost	\$309,750
Mortgage Amount	\$325,000
Employment at Application (Annual FTEs)	0
Direct Employment Expected to Result from Project (Annual FTEs)	1
Direct Employment Required for PILOT (Annual FTEs)	1

Table 2: Estimated State & Regional Benefits / Estimated Project Incentives Analysis (Discounted Present Value*)

Total State and Regional Benefits	\$40,688	
Total Project Incentives	\$29,832	
State and Regional Benefits to Incentives Ratio	1.4:1	
Projected Employment	State	Region
Total Employment	4	4
Direct**	1	1
Indirect***	0	0
Induced****	0	0
Temporary Construction (Direct and Indirect)	3	3

Table 3: Estimated State & Regional Benefits (Discounted Present Value*)

Total State and Regional Benefits	\$40,688
Income Tax Revenue	\$12,581
Property Tax/PILOT Revenue	\$15,208
Sales Tax Revenue	\$10,225
IDA Fee	\$2,673

Table 4: Estimated Project Incentives (Discounted Present Value*)

Total Project Incentives	\$29,832
Mortgage Tax	\$3,250
Property Tax Above 485-b	\$10,202
Sales Tax	\$16,380

* Figures over 10 years and discounted by 2%

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*** Indirect - The recipient of IDA assistance makes purchases from regional firms, which stimulates suppliers to add jobs and payroll that are new to the regional economy or are saved from being lost to competitors outside the region.

**** Induced - The recipient of IDA assistance by adding to and/or retaining payroll stimulates household spending that is new to the regional economy and/or saved from being lost to competitors outside the region.

APPLICATION SUMMARY

DATE: April 19, 2016

APPLICANT: Capizzi/ Stanton Partnership
75 Public Market
Rochester, New York 14609

TENANT & PROJECT ADDRESS: Big Apple Deli Products Inc.
75 Public Market
Rochester, New York 14609

PROJECT SUMMARY:



Big Apple Deli Products Inc. (BADP), a broadline food distributor founded in 1975, services restaurants, delicatessens, pizzerias and convenience stores, as well as Wegmans stores in six states. BADP, located at the Rochester Public Market is proposing a \$1,120,000 project to install a new freezer. BAPD currently employs 81 FTEs and is projecting to create 41 new FTEs over the next three years. The applicant is seeking approval of sales tax exemption only. The Benefit /Incentive ratio is 21.9:1.

PROJECT AMOUNT: \$1,120,000 – Sales Tax Exemptions Only
EXEMPTIONS: \$ 89,600

JOBS: EXISTING:	81	FTEs
NEW:	41	FTEs

PUBLIC HEARING DATE: April 19, 2016

BENEFIT TO INCENTIVE RATIO: 21.9 : 1

SEQR: INTERNAL RENOVATIONS/EQUIPMENT ONLY; EXEMPT FROM SEQR

ELIGIBILITY: PRODUCER SERVICE COMPANY

APPROVED PURPOSE: JOB CREATION

RECOMMEND APPROVAL: _____
Acting Executive Director



Board Report

Table 1: Basic Information

Project Applicant	Capizzi/Stanton Partnership
Project Name	Big Apple Deli Products - Freezer
Project Industry	Wholesale Trade
Municipality	Rochester City
School District	Rochester
Type of Transaction	Lease
Project Cost	\$1,120,000
Employment at Application (Annual FTEs)	81
Direct Employment Expected to Result from Project (Annual FTEs)	41

Table 2: Estimated State & Regional Benefits / Estimated Project Incentives Analysis (Discounted Present Value^{*})

Total State and Regional Benefits	\$1,961,422	
Total Project Incentives	\$89,600	
State and Regional Benefits to Incentives Ratio	21.9:1	
Projected Employment	State	Region
Total Employment	84	84
Direct**	41	41
Indirect***	17	17
Induced****	25	25
Temporary Construction (Direct and Indirect)	0	0

Table 3: Estimated State & Regional Benefits (Discounted Present Value^{*})

Total State and Regional Benefits	\$1,961,422
Income Tax Revenue	\$1,175,418
Sales Tax Revenue	\$780,054
IDA Fee	\$5,950

Table 4: Estimated Project Incentives (Discounted Present Value^{*})

Total Project Incentives	\$89,600
Sales Tax	\$89,600

* Figures over 10 years and discounted by 2%

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*** Indirect - The recipient of IDA assistance makes purchases from regional firms, which stimulates suppliers to add jobs and payroll that are new to the regional economy or are saved from being lost to competitors outside the region.

**** Induced - The recipient of IDA assistance by adding to and/or retaining payroll stimulates household spending that is new to the regional economy and/or saved from being lost to competitors outside the region.

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APPLICATION SUMMARY

DATE: April 19, 2016

APPLICANT: DeJoy, Knauf & Blood LLP
39 State Street, Suite 600
Rochester, New York 14614

PROJECT ADDRESS: 280 East Broad Street
Rochester, New York 14604

PROJECT SUMMARY: DeJoy, Knauf & Blood LLP (DKB), founded in 1990, provides accounting, audit, tax and consulting services throughout the United States. DKB is proposing to relocate and expand to 14,000 square feet at Tower 280 in the City of Rochester. DKB proposes to invest \$300,000 in technology equipment, furniture & fixtures to accommodate continued growth. The expanded and updated facility will enable DKB to retain and expand its employment base, as the company expands into new market niches and new technology service offerings. DKB's new location will also serve as a technology demonstration site for a local company, OLED Works LLC, in cooperation with NYSERDA and the US Dept. of Energy. The \$300,000 project will impact 56 FTEs and is projected to create 9 new FTEs over the next three years. The applicant is seeking approval of sales tax exemptions only. The Benefit/Incentive ratio is 23.6:1.



PROJECT AMOUNT: \$300,000 – Sales Tax Exemptions Only
EXEMPTIONS: \$ 24,000

JOBS: EXISTING: 56 | FTEs
NEW: 9 | FTEs

BENEFIT TO INCENTIVE RATIO: 23.6 : 1

SEQR: INTERNAL RENOVATIONS/EQUIPMENT ONLY; EXEMPT FROM SEQR

ELIGIBILITY: PRODUCER SERVICE COMPANY

APPROVED PURPOSE: JOB CREATION

RECOMMEND APPROVAL: _____
Acting Executive Director



Board Report

Table 1: Basic Information

Project Applicant	DeJoy, Knauf & Blood LLP
Project Name	Equipment
Project Industry	Professional, Scientific, and Technical Services
Municipality	Rochester City
School District	Rochester
Type of Transaction	Tax Exemptions
Project Cost	\$300,000
Employment at Application (Annual FTEs)	56
Direct Employment Expected to Result from Project (Annual FTEs)	9

Table 2: Estimated State & Regional Benefits / Estimated Project Incentives Analysis (Discounted Present Value^{*})

Total State and Regional Benefits	\$566,452	
Total Project Incentives	\$24,000	
State and Regional Benefits to Incentives Ratio	23.6:1	
Projected Employment	State	Region
Total Employment	17	17
Direct**	9	9
Indirect***	3	3
Induced****	5	5
Temporary Construction (Direct and Indirect)	0	0

Table 3: Estimated State & Regional Benefits (Discounted Present Value^{*})

Total State and Regional Benefits	\$566,452
Income Tax Revenue	\$352,782
Sales Tax Revenue	\$211,820
IDA Fee	\$1,850

Table 4: Estimated Project Incentives (Discounted Present Value^{*})

Total Project Incentives	\$24,000
Sales Tax	\$24,000

* Figures over 10 years and discounted by 2%

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