



APPLICATION SUMMARY

DATE: June 19, 2012

APPLICANT:

A.I. Armitage, LLC
317 Imperial Circle
Rochester, New York 14617

TENANT/PROJECT ADDRESS:

C.M. Armitage Inc.
723 Washington Avenue
Rochester, New York 14617

PROJECT SUMMARY:

A.I. Armitage, LLC (Armitage) is proposing to develop an approximately 1/2 acre parcel in the town of Irondequoit and to construct a 5,000 square foot commercial building to house a related entity, C.M. Armitage Inc., (CMA) an electrical contractor. CMA provides electrical contracting services to residential, industrial and commercial projects. Recent CMA projects include the Homewood Suites in Greece and the Temple Building in downtown Rochester. The \$200,000 project is projected to add 7 FTEs to the existing 10 FTEs. CMA is seeking sales tax exemption on equipment, furniture and fixtures for the new headquarters facility. Armitage is seeking approval of the JobsPlus property tax abatement. The job creation requirement is 1 FTE.

PROJECT AMOUNT:

\$155,000 (Lease/Leaseback with JobsPlus)
\$ 45,000 (Sales Tax Only – CM Armitage Electrical)

JOBS:

IMPACTED

10 FTEs

NEW

7 FTEs

JOBSPLUS REQUIREMENT

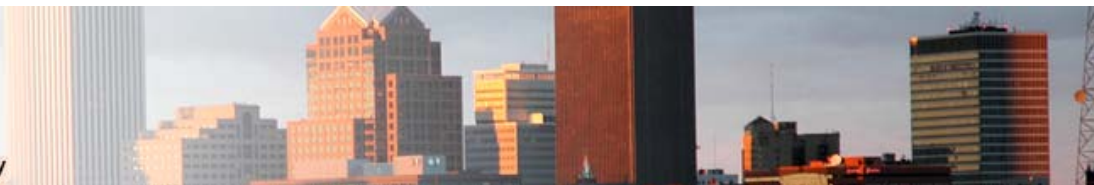
1 FTE

PROPERTY TAX ABATEMENT:

JobsPlus

RECOMMENDATION:

Staff recommends Board approval of this proposal based on the following: The project qualifies as a company that promotes job creation and retention in Monroe County. The project has a benefit/incentive ratio of 8.8 to 1. The estimated net increase in property taxes or PILOTS paid is approximately \$25,852 over a 10 year period. Staff has reviewed the Lead Agency's SEQR documents and has determined that the SEQR process is complete.



Board Presentation

Basic Information

Project Applicant	CM Armitage Electrical Contracting Inc.
Project Title/Description	New Headquarters Building
Project Industry	Construction of Buildings (NAICS 236)
Municipality	Irondequoit
School District	West Irondequoit
Project Type	New Facility
Transaction Type	Lease Leaseback
Project Cost	\$200,000
Employment at Application (Annual FTEs)	10
Projected Direct Employment Expected to Result from Project (Annual FTEs)	7
Jobs to be Required by PILOT	1

Estimated Community Benefits

Discounted Present Value for 10 years	
Total State & Local Benefits	\$289,292
Sales Tax	\$108,951
Income Tax	\$152,638
PILOT/Prop Tax	\$25,852
Transaction Costs	\$1,850

Estimated Applicant Incentives

Discounted Present Value for 10 years	
Total Incentives	\$32,832
Property Tax (over 485-b)	\$23,792
Sales Tax	\$9,040

Incentive/Benefit Analysis

Discounted Present Value for 10 years	
Total State & Local Benefits	\$289,292
Total Incentives	\$32,832
State & Local Benefits to Incentives Ratio	8.8 to 1
Projected Permanent New Employment (Annual FTEs)	
Direct*	7
Indirect**	2
Induced***	3
Temporary Construction (Direct and Indirect)	1

* **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: June 19, 2012

APPLICANT:

Casa Larga Vineyards
2287 Turk Hill Road
Fairport, NY 14450

PROJECT SUMMARY:

Casa Larga Vineyards (Casa Larga) is a family owned winery established by Andrew Colaruotolo in 1974 and is now owned by Antoinette Colaruotolo. Casa Larga is located on 45 acres in the Town of Perinton and currently produces 34,000 gallons of wine annually. Casa Larga intends to invest \$92,888 to purchase equipment including a pressurized bottling line, wine vessels and wine barrels for a new product line. Additionally, Casa Larga is proposing to invest another \$52,913 to make internal renovations and repairs to their 4,848 square foot winery facility. The total investment for this project is \$145,801. Casa Larga currently employs 31 FTE and expects to create 2 new full-time positions. Casa Larga has been approved for the GreatRate program through Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus program.

PROJECT AMOUNT:

\$145,801 EquiPlus

JOBS:

EXISTING

31 FTE

NEW

2 FTE

GREATRATE REQUIREMENT

2 FTE

**SALES TAX EXEMPTION:
(FOR EQUIPLUS ONLY)**

\$5,726

BANK

TBD

RECOMMENDATION:

Staff recommends approval of this proposal due to the following: The company qualifies for the GreatRate program and projects creation of 2 FTE. The benefit/cost ratio is 48.6 to 1. The project encompasses the purchase of equipment and internal renovations only and is exempt from the SEQR process.



Board Presentation

Basic Information

Project Applicant	Casa Larga Vineyards
Project Title/Description	2012 EquiPlus
Project Industry	Beverage and Tobacco Product Manufacturing (NAICS 312)
Municipality	Perinton
School District	Fairport
Project Type	Renovation, Expansion, and Equipment Purchase
Transaction Type	Lease Leaseback
Project Cost	\$145,801
Employment at Application (Annual FTEs)	31
Projected Direct Employment Expected to Result from Project (Annual FTEs)	2

Estimated Community Benefits

Discounted Present Value for 10 years	
Total State & Local Benefits	\$278,288
Sales Tax	\$99,191
Income Tax	\$164,530
PILOT/Prop Tax	\$14,217
Transaction Costs	\$350

Estimated Applicant Incentives

Discounted Present Value for 10 years	
Total Incentives	\$5,726
Property Tax (over 485-b)	\$0
Sales Tax	\$5,726

Incentive/Benefit Analysis

Discounted Present Value for 10 years	
Total State & Local Benefits	\$278,288
Total Incentives	\$5,726
State & Local Benefits to Incentives Ratio	48.6 to 1
Projected Permanent New Employment (Annual FTEs)	
Direct*	2
Indirect**	4
Induced***	3
Temporary Construction (Direct and Indirect)	1

* **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: June 19, 2012

APPLICANT:

Innovative Data Processing Solutions, Ltd.
3495 Winton Place Bldg. C, Suite 2
Rochester, NY 14623

PROJECT SUMMARY:

Innovative Data Processing Solutions, LTD (IDPS) is a technology service provider that develops software, network and web solutions to businesses in upstate New York. IDPS will be investing \$35,422 to purchase equipment consisting of laptops, phones and software, and another \$30,000 to renovate an additional 1787 sq.ft. in order to accommodate their expected growth. IDPS currently employs 55 FTE and expects to create 5 new full-time positions. IDPS has been approved for the GreatRate program through Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus program.

*IDPS was previously approved for the GreatRate program in 2007, and a GreatRebate in 2010 at which time the company employed 32 FTE and 48 FTE respectively.

PROJECT AMOUNT:

\$65,422 EquiPlus

JOBS:

EXISTING

55 FTE

NEW

5 FTE

GREATRATE REQUIREMENT

2 FTE

**SALES TAX EXEMPTION:
(FOR EQUIPLUS ONLY)**

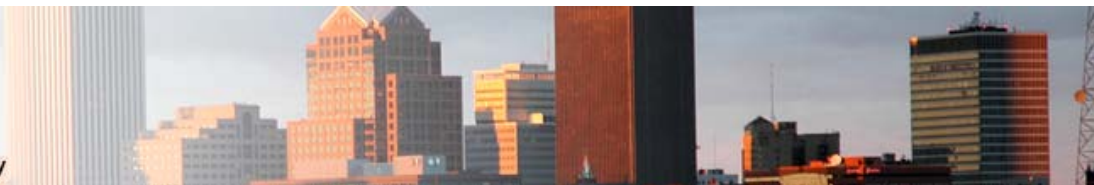
\$5,234

BANK

First Niagara

RECOMMENDATION:

Staff recommends approval of this proposal due to the following: The company qualifies for the GreatRate program and projects creation of 5 FTE. The benefit/cost ratio is 90 to 1. The project encompasses the purchase of equipment and materials only and is exempt from the SEQR process.



Board Presentation

Basic Information

Project Applicant	Innovative Data Processing Solutions, Ltd
Project Title/Description	GreatRate w/EquiPlus
Project Industry	Administrative and Support Services (NAICS 561)
Municipality	Henrietta
School District	Rush-Henrietta
Project Type	Renovation, Expansion, and Equipment Purchase
Transaction Type	Lease Leaseback
Project Cost	\$65,422
Employment at Application (Annual FTEs)	55
Projected Direct Employment Expected to Result from Project (Annual FTEs)	5

Estimated Community Benefits

Discounted Present Value for 10 years	
Total State & Local Benefits	\$471,239
Sales Tax	\$157,549
Income Tax	\$313,340
PILOT/Prop Tax	\$0
Transaction Costs	\$350

Estimated Applicant Incentives

Discounted Present Value for 10 years	
Total Incentives	\$5,234
Property Tax (over 485-b)	\$0
Sales Tax	\$5,234

Incentive/Benefit Analysis

Discounted Present Value for 10 years	
Total State & Local Benefits	\$471,239
Total Incentives	\$5,234
State & Local Benefits to Incentives Ratio	90 to 1
Projected Permanent New Employment (Annual FTEs)	
Direct*	5
Indirect**	3
Induced***	4
Temporary Construction (Direct and Indirect)	0

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** **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: June 19, 2012

APPLICANT:

Toshiba Business Solutions
150 Metro Park
Rochester, NY 14623

NEW ADDRESS:

180 Kenneth Drive
Henrietta, NY 14467

PROJECT SUMMARY:

Toshiba Business Solutions, (USA) Inc. (TBS) has outgrown its combined space at their current facilities on Atlantic Avenue and at Metro Park, and will be leasing approximately 20,000 square feet of space at 180 Kenneth Dr. in the Town of Henrietta. TBS sells and leases office equipment and also designs and installs computerized presentation system for corporations. TBS will be investing \$375,000 in office and computer equipment, phones and an alarm system. TBS has been approved for the GreatRebate program through Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus program.

NOTE: On February 21, 2012, 180 Kenneth Dr. LLC was approved for COMIDA benefits for the expansion of the 51,000 square foot facility which will house TBS (\$1.2 million project).

PROJECT AMOUNT:

\$375,000 EquiPlus

JOBS:

EXISTING

123 FTE

NEW

4 FTE

GREATREBATE REQUIREMENT

4 FTE

**SALES TAX EXEMPTION:
(FOR EQUIPLUS ONLY)**

\$30,000

RECOMMENDATION:

Staff recommends approval of this proposal due to the following: The company qualifies for the GreatRate program and projects creation of 4 FTE. The benefit/cost ratio is 38.3 to 1. The project encompasses the purchase of equipment and only and is exempt from the SEQR process.



Board Presentation

Basic Information

Project Applicant	Toshiba Business Solutions
Project Title/Description	GreatRebate w/EquiPlus
Project Industry	Professional, Scientific, and Technical Services (NAICS 54)
Municipality	Henrietta
School District	Rush-Henrietta
Project Type	Equipment Purchase
Transaction Type	Tax Exemption Only
Project Cost	\$375,000
Employment at Application (Annual FTEs)	123
Projected Direct Employment Expected to Result from Project (Annual FTEs)	4

Estimated Community Benefits

Discounted Present Value for 10 years	
Total State & Local Benefits	\$1,148,350
Sales Tax	\$429,954
Income Tax	\$716,171
PILOT/Prop Tax	\$0
Transaction Costs	\$2,225

Estimated Applicant Incentives

Discounted Present Value for 10 years	
Total Incentives	\$30,000
Property Tax (over 485-b)	\$0
Sales Tax	\$30,000

Incentive/Benefit Analysis

Discounted Present Value for 10 years	
Total State & Local Benefits	\$1,148,350
Total Incentives	\$30,000
State & Local Benefits to Incentives Ratio	38.3 to 1
Projected Permanent New Employment (Annual FTEs)	
Direct*	4
Indirect**	23
Induced***	12
Temporary Construction (Direct and Indirect)	0

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APPLICATION SUMMARY

DATE: June 19, 2012

APPLICANT:

1150 Lee Road LLC
815 West Whitney Road
Fairport, New York 14450

TENANT/PROJECT ADDRESS:

LiDestri Foods Inc.
1150 Lee Road
Rochester, New York 14606

PROJECT SUMMARY:

LiDestri Foods, Inc. (LiDestri) is a private label and contract manufacturer of food products, primarily sauces, dips and salsas. Headquartered in Fairport NY, LiDestri has manufacturing facilities in Fairport, Rochester; Pennsylvania, New Jersey and California. In October 2009, LiDestri purchased a former Kodak building in the Eastman Business Park in the Town of Greece, and relocated its Dundee NY and Pennsauken NJ operations to the new location. Since that time, LiDestri has invested over \$50 Million to upgrade the facility into a state of the art spirits and sauce plant. The new project will include the purchase and equipping of a 397,940 square foot former Kodak facility on 20 acres at the Eastman Business Park. The new facility will provide additional warehouse capacity and enable additional manufacturing and new business opportunities at the Lee Road campus. The \$11,050,000 project will impact 584 jobs locally and is projected to create 70 new FTE over three years. The applicant is seeking a Custom PILOT agreement.

PROJECT AMOUNT:

\$11,050,000 (Lease/Leaseback with Custom Pilot)

JOBS:

EXISTING

582 FT/2PT

NEW

70 FTEs

REQUIRED BY PILOT

58 FTEs

PROPERTY TAX ABATEMENT

Custom

PUBLIC HEARING DATE:

June 18, 2012 – Project
July 2, 2012 – PILOT Deviation

RECOMMENDATION:

Staff recommends Board approval of this proposal based on the following: The project qualifies as a manufacturer. The project has a benefit/incentive ratio of 140 to 1. The project is exempt from SEQR.



Board Presentation

Basic Information

Project Applicant	1150 Lee Rd. LLC
Project Title/Description	LiDestri Foods, Inc. Building Aquisition
Project Industry	Food Manufacturing (NAICS 311)
Municipality	Greece
School District	Greece
Project Type	Acquisition
Transaction Type	Lease Leaseback
Project Cost	\$11,050,000
Mortgage Amount	\$900,000
Employment at Application (Annual FTEs)	583
Projected Direct Employment Expected to Result from Project (Annual FTEs)	58
Jobs to be Required by PILOT	58

Estimated Community Benefits

Discounted Present Value for 20 years	
Total State & Local Benefits	\$6,707,078
Sales Tax	\$2,575,791
Income Tax	\$4,048,061
PILOT/Prop Tax	\$0
Transaction Costs	\$83,225

Estimated Applicant Incentives

Discounted Present Value for 20 years	
Total Incentives	\$49,000
Property Tax (over 485-b)	\$0
Sales Tax	\$40,000
Mortgage Tax	\$9,000

Incentive/Benefit Analysis

Discounted Present Value for 20 years	
Total State & Local Benefits	\$6,707,078
Total Incentives	\$49,000
State & Local Benefits to Incentives Ratio	136.9 to 1
Projected Permanent New Employment (Annual FTEs)	
Direct*	58
Indirect**	61
Induced***	39
Temporary Construction (Direct and Indirect)	0

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