



County of Monroe Industrial Development Agency
APPLICATION SUMMARY

DATE: July 21, 2020

APPLICANT: Apex Rochester, LLC
64 Commercial Street, Suite 401
Rochester, NY 14618

PROJECT ADDRESS: 380 John Street
Rochester, NY 14623

PROJECT SUMMARY: Apex Rochester, LLC (Apex) was formed in 2019 to purchase and replace an on-campus dormitory at RIT. Apex was the successful bidder of the RFP to purchase, demolish and construct a student housing project adjacent to the RIT campus on 14 acres in the Town of Henrietta. Phase I of the project consisted of 301 units at a cost of \$101,000,000 and was approved by COMIDA on March 19, 2019. The \$27 million phase II project will include the construction of a 140,000 square foot five story building adjacent to the phase I building. The building will feature 77 units, 318 beds and multiple amenities for RIT students. Apex expects this phase to create 3 new FTEs. The project has the support of the Town of Henrietta. The 30-year custom Shelter Rent PILOT as well as sales and mortgage recording tax exemptions has a benefit to incentive ratio of 2 : 1.

PROJECT AMOUNT: \$ 27,495,000 Lease/Leaseback with Abatement
EXEMPTIONS: \$ 1,192,000 Sales Tax Exemption
\$ 144,348.75 Mortgage Recording Tax Exemption

JOBS: EXISTING:	0	FTEs
NEW:	3	FTEs
REQUIREMENT:	1	FTEs

PUBLIC HEARING DATE: July 9, 2020

BENEFIT TO INCENTIVE RATIO: 2 : 1

SEQR: REVIEWED AND PROCESS IS COMPLETE.

ELIGIBILITY: NEW BUILDING CONSTRUCTION OR RENOVATION PROJECT FOR STUDENT/SENIOR/AFFORDABLE HOUSING

APPROVED PURPOSE: STUDENT/SENIOR/AFFORDABLE HOUSING

Cost-Benefit Analysis for Apex Rochester, LLC

Prepared by COMIDA using InformAnalytics

Executive Summary

INVESTOR
Apex Rochester, LLC

TOTAL INVESTED
\$27.5 Million

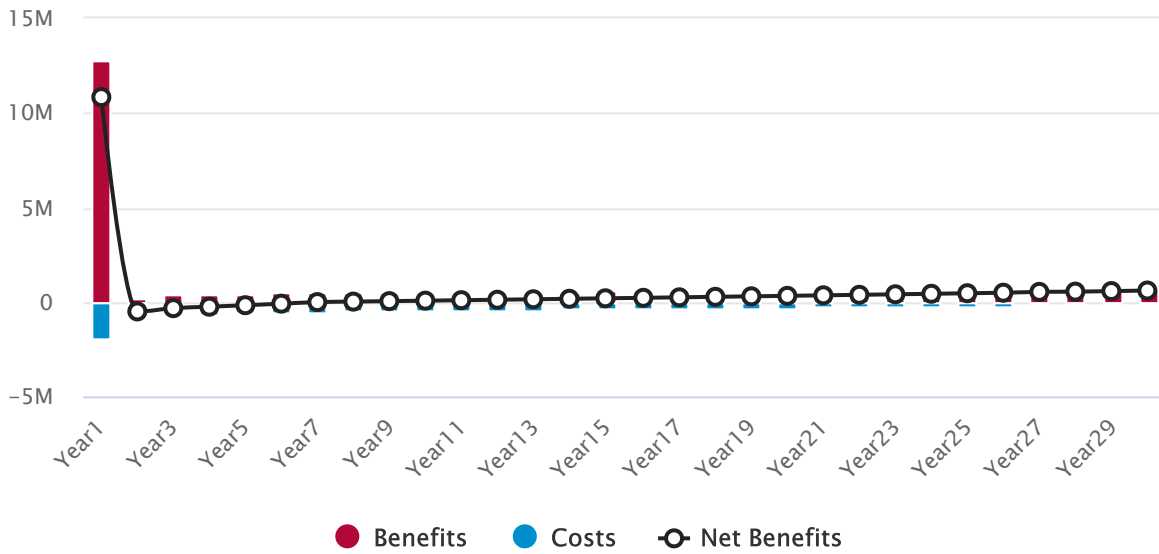
LOCATION
**380 John Street,
Rochester, NY 14623**

TIMELINE
30 Years

F1 FIGURE 1

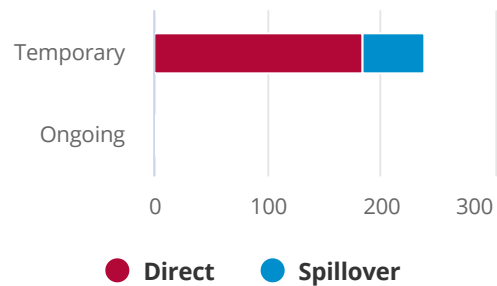
Discounted* Net Benefits for Apex Rochester, LLC by Year

Total Net Benefits: \$16,279,000



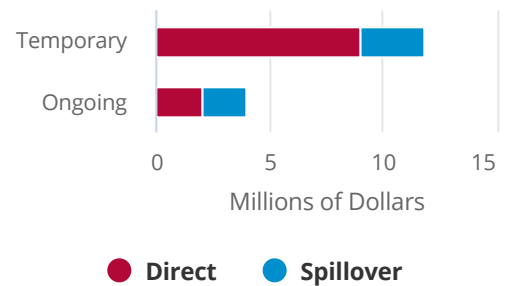
F2 FIGURE 2

Total Jobs



F3 FIGURE 3

Total Payroll



Proposed Investment

Apex Rochester, LLC proposes to invest \$27.5 million at 380 John Street, Rochester, NY 14623 over 30 years. COMIDA staff summarize the proposed with the following: Construction of a 77-unit student housing complex.

T1 TABLE 1

Proposed Investments

Description	Amount
CONSTRUCTION SPENDING	
Construction of a 77-unit student housing complex.	\$24,300,000
OTHER SPENDING	
FFE	\$1,000,000
Fees	\$1,200,000
Financing	\$995,000
Total Investments	\$27,495,000
Discounted Total (2%)	\$27,495,000

May not sum to total due to rounding.

F4 FIGURE 4

Location of Investment



Cost-Benefit Analysis

A cost-benefit analysis of this proposed investment was conducted using InformAnalytics, an economic impact model developed by CGR. The report estimates the impact that a potential project will have on the local economy based on information provided by COMIDA. The report calculates the costs and benefits for specified local taxing districts over the first 30 years, with future returns discounted at a 2% rate.

T2 TABLE 2

Estimated Costs or Incentives

COMIDA is considering the following incentive package for Apex Rochester, LLC.

Description	Nominal Value	Discounted Value*
Property Tax Exemption	\$14,707,000	\$11,733,000
Sales Tax Exemption	\$1,024,000	\$1,024,000
Mortgage Recording Tax Exemption	\$144,000	\$144,000
Total Costs	\$15,876,000	\$12,902,000

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	\$23,985,000	\$5,631,000	\$29,616,000
To Private Individuals	\$11,575,000	\$5,562,000	\$17,137,000
Temporary Payroll	\$8,962,000	\$2,835,000	\$11,797,000
Ongoing Payroll	\$2,613,000	\$2,727,000	\$5,340,000
To the Public	\$12,410,000	\$69,000	\$12,479,000
Property Tax Revenue	\$12,266,000	N/A	\$12,266,000
Temporary Sales Tax Revenue	\$112,000	\$35,000	\$147,000
Ongoing Sales Tax Revenue	\$33,000	\$34,000	\$66,000
STATE BENEFITS	\$665,000	\$334,000	\$999,000
To the Public	\$665,000	\$334,000	\$999,000
Temporary Income Tax Revenue	\$401,000	\$136,000	\$537,000
Ongoing Income Tax Revenue	\$117,000	\$127,000	\$244,000
Temporary Sales Tax Revenue	\$113,000	\$36,000	\$149,000
Ongoing Sales Tax Revenue	\$33,000	\$35,000	\$68,000
Total Benefits to State & Region	\$24,650,000	\$5,965,000	\$30,615,000
Discounted Total Benefits (2%)	\$23,949,000	\$5,232,000	\$29,181,000

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	\$28,261,000	\$12,337,000	2:1
State	\$920,000	\$565,000	2:1
Grand Total	\$29,181,000	\$12,902,000	2:1

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.



County of Monroe Industrial Development Agency

APPLICATION SUMMARY

DATE: July 21, 2020

APPLICANT:

Alkemy Machine, LLC (Aurora Machine)
1600 Lexington Ave, Suite 103C
Rochester, NY 14606

PROJECT ADDRESS:

200 Tech Park Drive
Rochester, New York 14623

PROJECT SUMMARY:

Alkemy Machine, LLC, is proposing to purchase and renovate a 130,000 square foot building in the Town of Henrietta. Alkemy Machine business operations consist of sheet metal fabrication, precision welding, precision machining, powder coating and assemble. The \$5,250,000 project will impact 32 FTEs and is projected to create 27 new FTEs over the next three years. The applicant is seeking approval of sales tax exemptions only. The Benefit/Incentive ratio is 507:1.

**PROJECT AMOUNT:
EXEMPTIONS:**

\$5,250,000 – Sales Tax Exemption Only
\$12,000

JOBS: EXISTING:

32 FTEs

NEW:

27 FTEs

REQUIREMENT:

0 FTEs

BENEFIT TO INCENTIVE RATIO:

507 : 1

SEQR:

REVIEWED AND PROCESS IS COMPLETE.

ELIGIBILITY:

MANUFACTURER

APPROVED PURPOSE:

JOB CREATION

Cost-Benefit Analysis for Alkemy Machine, LLC (Aurora Machine)

Prepared by COMIDA using InformAnalytics

Executive Summary

INVESTOR
Alkemy Machine, LLC

TOTAL INVESTED
\$750.0 Thousand

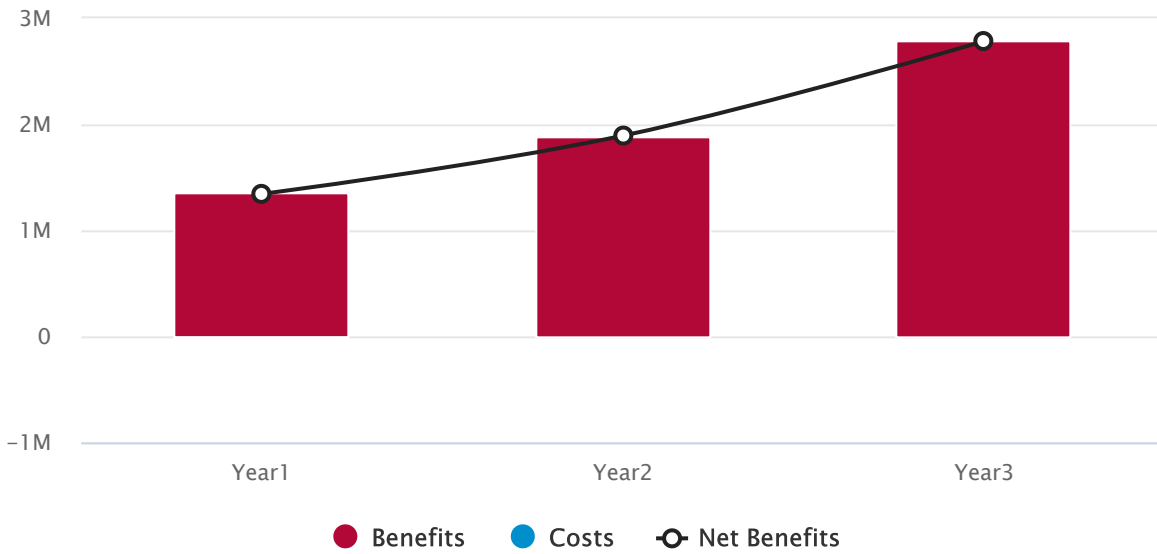
LOCATION
**200 Tech Park Drive,
Rochester, NY 14623**

TIMELINE
3 Years

F1 FIGURE 1

Discounted* Net Benefits for Alkemy Machine, LLC (Aurora Machine) by Year

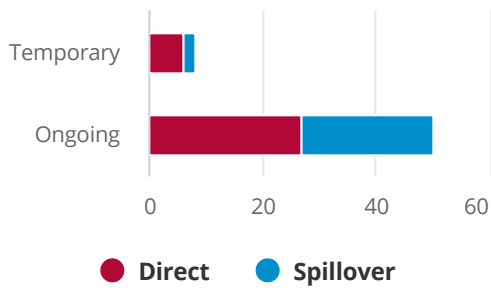
Total Net Benefits: \$6,024,000



Discounted at 2%

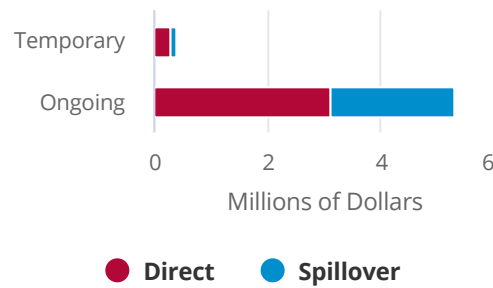
F2 FIGURE 2

Total Jobs



F3 FIGURE 3

Total Payroll



Proposed Investment

Alkemy Machine, LLC proposes to invest \$750.0 thousand at 200 Tech Park Drive, Rochester, NY 14623 over 3 years. COMIDA staff summarize the proposed with the following: Purchase of furniture and equipment for new building.

T1 TABLE 1

Proposed Investments

Description	Amount
CONSTRUCTION SPENDING	
Purchase new equipment	\$750,000
Total Investments	\$750,000
Discounted Total (2%)	\$750,000

May not sum to total due to rounding.

F4 FIGURE 4

Location of Investment



Cost-Benefit Analysis

A cost-benefit analysis of this proposed investment was conducted using InformAnalytics, an economic impact model developed by CGR. The report estimates the impact that a potential project will have on the local economy based on information provided by COMIDA. The report calculates the costs and benefits for specified local taxing districts over the first 3 years, with future returns discounted at a 2% rate.

T2 TABLE 2

Estimated Costs or Incentives

COMIDA is considering the following incentive package for Alkemy Machine, LLC.

Description	Nominal Value	Discounted Value*
Sales Tax Exemption	\$12,000	\$12,000
Total Costs	\$12,000	\$12,000

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	\$3,465,000	\$2,376,000	\$5,841,000
To Private Individuals	\$3,422,000	\$2,347,000	\$5,769,000
Temporary Payroll	\$277,000	\$88,000	\$364,000
Ongoing Payroll	\$3,146,000	\$2,260,000	\$5,405,000
To the Public	\$43,000	\$29,000	\$72,000
Temporary Sales Tax Revenue	\$3,000	\$1,000	\$5,000
Ongoing Sales Tax Revenue	\$39,000	\$28,000	\$67,000
STATE BENEFITS	\$207,000	\$139,000	\$346,000
To the Public	\$207,000	\$139,000	\$346,000
Temporary Income Tax Revenue	\$12,000	\$4,000	\$17,000
Ongoing Income Tax Revenue	\$151,000	\$105,000	\$256,000
Temporary Sales Tax Revenue	\$4,000	\$1,000	\$5,000
Ongoing Sales Tax Revenue	\$40,000	\$29,000	\$68,000
Total Benefits to State & Region	\$3,672,000	\$2,515,000	\$6,187,000
Discounted Total Benefits (2%)	\$3,584,000	\$2,452,000	\$6,036,000

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	\$5,699,000	\$6,000	967:1
State	\$337,000	\$6,000	56:1
Grand Total	\$6,036,000	\$12,000	507:1

May not sum to total due to rounding.

* Discounted at 2%

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