



County of Monroe Industrial Development Agency
APPLICATION SUMMARY

DATE: May 19, 2020

APPLICANT: JD & Sons, Inc.
11 Parsells Avenue
Rochester, NY 14609

PROJECT ADDRESS: 415 Orchard Street/350 Whitney Street
Rochester, NY 14606

PROJECT SUMMARY: JD & Sons, Inc. (JD), a family run wholesale seafood processing company, is proposing construction of a new 25,000-30,000 square foot facility in the City of Rochester. Founded in 1988, JD focuses on processing fresh seafood from all over the world. The company is out of space in their current building and needs more space to accommodate growth. In addition to the new facility, JD intends to continue operations in their current location in the City of Rochester. The new facility will allow for the expansion of their salmon production line as well as provide an area for recycling packaging material. JD also plans to purchase an Individually Quick Frozen freezer to increase freezing capabilities which will introduce the company to additional markets and clients. The applicant is seeking approval of a JobsPlus property tax abatement, mortgage recording tax and sales tax exemptions. The \$5.1 million project will create 5 FTEs over the next three years. The benefit to incentive ratio is 9 : 1.

PROJECT AMOUNT: \$ 5,105,000 Lease/Leaseback with Abatement
EXEMPTIONS: \$ 175,200 Sales Tax Exemption
\$ 31,710 Mortgage Recording Tax Exemption

JOBS: EXISTING:	45	FTEs
NEW:	5	FTEs
REQUIREMENT:	5	FTEs

PUBLIC HEARING DATE: May 19, 2020

BENEFIT TO INCENTIVE RATIO: 9 : 1

SEQR: REVIEWED AND PROCESS IS COMPLETE.

ELIGIBILITY: MANUFACTURER

APPROVED PURPOSE: JOB CREATION

Cost-Benefit Analysis for JD & Sons, Inc.

Prepared by Imagine Monroe using InformAnalytics

Executive Summary

INVESTOR
JD & Sons, Inc.

TOTAL INVESTED
\$5.1 Million

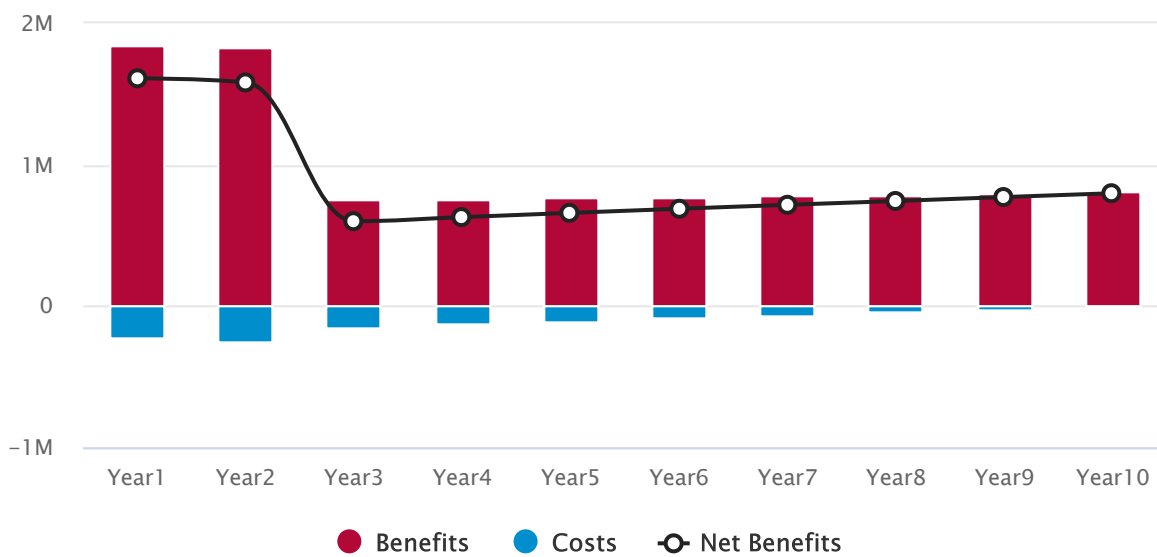
LOCATION
**415 Orchard Street
Rochester, NY 14606 &
354 Whitney Street
Rochester NY 14606**

TIMELINE
10 Years

F1 FIGURE 1

Discounted* Net Benefits for JD & Sons, Inc. by Year

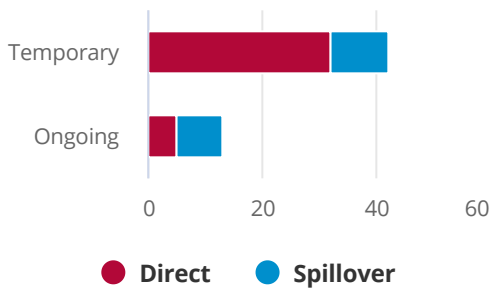
Total Net Benefits: \$8,795,000



Discounted at 2%

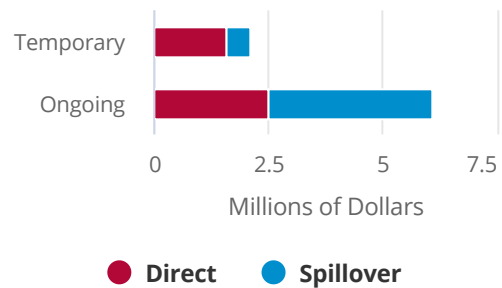
F2 FIGURE 2

Total Jobs



F3 FIGURE 3

Total Payroll



Proposed Investment

JD & Sons, Inc. proposes to invest \$5.1 million at 415 Orchard Street Rochester, NY 14606 & 354 Whitney Street Rochester NY 14606 over 10 years. Imagine Monroe staff summarize the proposed with the following: Purchase land and construct a new seafood processing facility (approximately 25,000-30,000 square feet)

T1 TABLE 1

Proposed Investments

Description	Amount
CONSTRUCTION SPENDING	
Purchase land and construct a new seafood processing facility (approximately 25,000-30,000 square feet)	\$4,290,000
OTHER SPENDING	
FF&E	\$150,000
Land Purchase	\$15,000
Manufacturing Equipment	\$500,000
Soft Costs	\$150,000
Total Investments	\$5,105,000
Discounted Total (2%)	\$5,063,000

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 JD & Sons, Inc..

Description	Nominal Value	Discounted Value*
Property Tax Exemption	\$929,000	\$874,000
Sales Tax Exemption	\$175,000	\$174,000
Mortgage Recording Tax Exemption	\$32,000	\$32,000
Total Costs	\$1,136,000	\$1,080,000

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	\$5,460,000	\$4,514,000	\$9,974,000
To Private Individuals	\$4,274,000	\$4,458,000	\$8,732,000
Temporary Payroll	\$1,582,000	\$501,000	\$2,083,000
Ongoing Payroll	\$2,692,000	\$3,958,000	\$6,649,000
To the Public	\$1,186,000	\$55,000	\$1,242,000
Property Tax Revenue	\$1,133,000	N/A	\$1,133,000
Temporary Sales Tax Revenue	\$20,000	\$6,000	\$26,000
Ongoing Sales Tax Revenue	\$33,000	\$49,000	\$83,000
STATE BENEFITS	\$254,000	\$266,000	\$520,000
To the Public	\$254,000	\$266,000	\$520,000
Temporary Income Tax Revenue	\$71,000	\$24,000	\$95,000
Ongoing Income Tax Revenue	\$129,000	\$186,000	\$315,000
Temporary Sales Tax Revenue	\$20,000	\$6,000	\$26,000
Ongoing Sales Tax Revenue	\$34,000	\$50,000	\$84,000
Total Benefits to State & Region	\$5,714,000	\$4,780,000	\$10,494,000
Discounted Total Benefits (2%)	\$5,456,000	\$4,419,000	\$9,875,000

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	\$9,389,000	\$981,000	10:1
State	\$486,000	\$98,000	5:1
Grand Total	\$9,875,000	\$1,080,000	9:1

May not sum to total due to rounding.

* Discounted at 2%

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