



## APPLICATION SUMMARY

**DATE:** April 17, 2012

**APPLICANT:**

King Road Properties, LLC  
244 Lake Avenue  
Rochester, NY 14608

**TENANT/TENANT ADDRESS:**

BVR Construction Company, Inc.  
8 King Road  
Rochester NY 14624

**PROJECT SUMMARY:**

The applicant is proposing to develop an 86 acre parcel located at 8 King Road in the Town of Chili and construct an 11,000 square foot facility to house BVR Construction Company (BVR). BVR is a contractor specializing in concrete, steel, bridge and tunnel work. The \$1.3 million project will allow BVR to expand its existing 8 FTE to 12. The applicant seeks approval of the JobsPlus property tax abatement. The JobsPlus job creation requirement is 1 FTE.

**PROJECT AMOUNT:**

**\$1,348,340 (Lease/Leaseback with JobsPlus)**

**JOBS:**

**EXISTING**

8

**NEW**

4

**JOBSPLUS REQUIREMENT**

1

**PROPERTY TAX ABATEMENT:**

**JobsPlus**

**PUBLIC HEARING DATE:**

**April 9, 2012**

**RECOMMENDATION:**

Staff recommends Board approval of this proposal based on the following: The project qualifies as company that promotes job creation and retention in Monroe County. The project has a benefit/incentive ratio of 3.2 to 1. The estimated net increase in property taxes or PILOTS paid is approximately \$191,690 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	King Road Properties
Project Title/Description	BVR
Project Industry	Construction of Buildings (NAICS 236)
Municipality	Chili
School District	Churchville-Chili
Project Type	New Facility
Transaction Type	Lease Leaseback
Project Cost	\$1,348,340
Mortgage Amount	\$675,000
Employment at Application (Annual FTEs)	8
Projected Direct Employment Expected to Result from Project (Annual FTEs)	4
Jobs to be Required by PILOT	1

#### Estimated Community Benefits

Discounted Present Value for 10 years	
<b>Total State &amp; Local Benefits</b>	<b>\$382,318</b>
Sales Tax	\$74,827
Income Tax	\$105,715
PILOT/Prop Tax	\$191,313
Transaction Costs	\$10,463

#### Estimated Applicant Incentives

Discounted Present Value for 10 years	
<b>Total Incentives</b>	<b>\$119,690</b>
Property Tax (over 485-b)	\$69,663
Sales Tax	\$43,277
Mortgage Tax	\$6,750

#### Incentive/Benefit Analysis

Discounted Present Value for 10 years	
Total State & Local Benefits	\$382,318
Total Incentives	\$119,690
State & Local Benefits to Incentives Ratio	3.2 to 1
Projected Permanent Retained Employment (Annual FTEs)	
Direct*	4
Indirect**	1
Induced***	2
Temporary Construction (Direct and Indirect)	12

\* **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 17, 2012

**APPLICANT:**

North American Breweries, Inc.  
445 St. Paul Street  
Rochester, NY 14605

**PROJECT SUMMARY:**

North American Breweries (NAB) will be renovating a 9,200 square foot facility located on the campus the Genesee Brewery. The facility was formerly the packaging center for the Brewery and was built at the turn of the century. The 1<sup>st</sup> floor will include a working microbrewery with adjacent touring area to show the brewing process as well as a souvenir shop. The second floor will include a restaurant which will seat 80 and there will be an outdoor deck and rooftop patio which will show an uninhibited view of the High Falls. The total project cost is \$2.8 million, with approximately \$2 million in renovations to the long vacant building. The new operation will add 12 FTEs to the existing 500 FTEs at the Brewery. NAB is seeking approval of sales tax exemption only.

**PROJECT AMOUNT:**

**\$2,820,000 (Lease/Leaseback)**

**JOBS:**

EXISTING

500

NEW

12

**RECOMMENDATION:**

Staff recommends Board approval of this proposal based on the following: The project qualifies as company that promotes job creation and retention in Monroe County as well as tourism. The project has a benefit/incentive ratio of 11.8 to 1. The estimated net increase in property taxes paid is approximately \$716,028 over a 10 year period. Project involves internal renovations and SEQR approval is not required.



### Board Presentation

#### Basic Information

Project Applicant	North American Breweries
Project Title/Description	expansion project
Project Industry	Food Services and Drinking Places (NAICS 722)
Municipality	Rochester
School District	Rochester City
Project Type	Renovation, Expansion, and Equipment Purchase
Transaction Type	Lease Leaseback
Project Cost	\$2,820,000
Employment at Application (Annual FTEs)	500
Projected Direct Employment Expected to Result from Project (Annual FTEs)	12

#### Estimated Community Benefits

Discounted Present Value for 10 years	
<b>Total State &amp; Local Benefits</b>	<b>\$1,110,042</b>
Sales Tax	\$165,185
Income Tax	\$214,380
PILOT/Prop Tax	\$716,028
Transaction Costs	\$14,450

#### Estimated Applicant Incentives

Discounted Present Value for 10 years	
<b>Total Incentives</b>	<b>\$94,240</b>
Property Tax (over 485-b)	\$0
Sales Tax	\$94,240

#### Incentive/Benefit Analysis

Discounted Present Value for 10 years	
Total State & Local Benefits	\$1,110,042
Total Incentives	\$94,240
State & Local Benefits to Incentives Ratio	11.8 to 1
Projected Permanent New Employment (Annual FTEs)	
Direct*	12
Indirect**	3
Induced***	4
Temporary Construction (Direct and Indirect)	15

\* **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 17, 2012

**APPLICANT:**

Concentrix Corporation 3750 Monroe Avenue Pittsford, NY 14534
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**PROJECT SUMMARY:**

Concentrix Corporation (Concentrix) provides services for various market segments with back office operations. The company has in facilities throughout the world and provides services in 33 languages. Concentrix has decided to expand operations in Monroe County after seriously considering Greenville, SC. The expansion at Concentrix's facility at 3750 Monroe Ave is projected to increase its 213 employee base by 350 jobs over 3 years. To support the increased workforce Concentrix will be purchasing equipment at a cost of \$495,165 to include servers, computers, software, furniture & fixtures. In addition Concentrix will spend approximately \$147,000 on renovations. (note: New York State has approved Concentrix for a Capital Grant.) The company has been approved for the GreatRebate program through Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus program.
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**PROJECT AMOUNT:**

<b>\$592,165 (EquiPlus)</b>
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**JOBS:**

**EXISTING**

213
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**NEW**

350
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**EQUIPLUS REQUIREMENT**

4
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**SALES TAX EXEMPTION:**

\$40,317
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**RECOMMENDATION:**

Staff recommends Board approval of this proposal based on the following: A project qualifies if it results in the creation of new jobs in Monroe County. The project has a benefit/cost ratio of 225 to 1. The project encompasses internal renovations and the purchase of equipment only and is exempt from the SEQR process.
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### Board Presentation

#### Basic Information

Project Applicant	Concentrix Corporation
Project Title/Description	2012 expansion
Project Industry	Securities, Commodity Contracts, and Other Financial Investments and Related Activities (NAICS 523)
Municipality	Pittsford (Town)
School District	Pittsford
Project Type	Renovation, Expansion, and Equipment Purchase
Transaction Type	Lease Leaseback
Project Cost	\$592,165
Employment at Application (Annual FTEs)	213
Projected Direct Employment Expected to Result from Project (Annual FTEs)	200

#### Estimated Community Benefits

Discounted Present Value for 10 years	
<b>Total State &amp; Local Benefits</b>	<b>\$9,091,862</b>
Sales Tax	\$3,517,362
Income Tax	\$5,527,910
PILOT/Prop Tax	\$43,278
Transaction Costs	\$3,311

#### Estimated Applicant Incentives

Discounted Present Value for 10 years	
<b>Total Incentives</b>	<b>\$40,317</b>
Property Tax (over 485-b)	\$0
Sales Tax	\$40,317

#### Incentive/Benefit Analysis

Discounted Present Value for 10 years	
Total State & Local Benefits	\$9,091,862
Total Incentives	\$40,317
State & Local Benefits to Incentives Ratio	225.5 to 1
Projected Permanent New Employment (Annual FTEs)	
Direct*	200
Indirect**	64
Induced***	91
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.