

Overview

The Excelsior Jobs Program provides job creation and investment incentives to firms in such targeted industries as biotechnology, pharmaceutical, high-tech, clean-technology, green technology, financial services, agriculture and manufacturing. Firms in these industries that create and maintain new jobs or make significant financial investment are eligible to apply for up to four new tax credits. The Program encourages businesses to expand in and relocate to New York while maintaining strict accountability standards to guarantee that businesses deliver on job and investment commitments. Program costs are capped at \$500 million annually to maintain fiscal affordability and ensure that New Yorkers realize a positive return on their investment.

Tax Credits

Firms in the Excelsior Jobs Program may qualify for four new, fully refundable tax credits. Businesses claim the credits over a 10 year period. To earn any of the following credits, firms must first meet and maintain the established job and investment thresholds outlined in Program Eligibility below:

The Excelsior Jobs Tax Credit: A credit of 6.85 percent of wages per new job to cover a portion of the associated payroll cost.

The Excelsior Investment Tax Credit: Valued at two percent of qualified investments.

The Excelsior Research and Development Tax Credit: A credit of 50 percent of the Federal Research and Development credit up to three percent of research expenditures in NYS.

The Excelsior Real Property Tax Credit: Available to firms locating in certain distressed areas (see Investment Zone list below) and to firms in targeted industries that meet higher employment and investment thresholds (Regionally Significant Project).

Program Eligibility

The Program is limited to firms making a substantial commitment to growth – either in employment or through investing significant capital in a New York facility. The Job Growth Track comprises 75% of the Program and includes all firms in targeted industries creating new jobs in New York. Twenty-five percent is set aside for the Investment Track firms who have at least 50 employees and make significant new capital investments in a New York facility and which meet a benefit-cost threshold of at least \$10 of investment and new wages for every \$1 of tax credit.

As detailed in the charts below, every firm approved for participation in the program is eligible to apply for the Jobs Tax Credit, the Investment Tax Credit, and the R&D Tax Credit. Only certain categories of firms are eligible to also apply for the Real Property Tax Credit.

Participation in the Program and the amount of credits authorized is at the discretion of the Commissioner. Benefits will be provided if a firm meets the eligibility criteria.

| Job Growth Track | | | |
|---|---------------------|--|--------------|
| Excelsior Minimum Eligibility Criteria | | | |
| Strategic Industry | Minimum Jobs | Regionally Significant Project Minimum Jobs & Investments | |
| Scientific R&D | 10 | 20 | \$6,000,000 |
| Software Development | 10 | N/A | N/A |
| Agriculture | 10 | 20 | \$500,000 |
| Manufacturing | 25 | 50 | \$5,000,000 |
| Financial Services | 100 | 300 | \$6,000,000 |
| Back Office | 150 | 300 | \$6,000,000 |
| Distribution | 150 | 300 | \$30,000,000 |
| Other | N/A | 300 | \$6,000,000 |

| Investment Track |
|--|
| Firms in Strategic Industries who make significant capital investment & have and retain at least 50 employees |
| Minimum Benefit Cost Ratio = 10:1 |
| Total investment, wages and benefits / Excelsior Jobs Program Tax Credits |



Application Process

A firm must apply to ESD with its plan for expansion or growth. Based on that plan, ESD will calculate the maximum potential tax credits over a 10-year period, based on:

- Projected capital investment
- Amount of gross wages expected to be paid to new employees
- R&D expenditures
- For certain firms and in certain areas, property taxes paid on the facility

If the application is approved, then within the available credits each year, ESD will enter into a formal agreement with the firm that clearly states the tax credits as well as the job and investment requirements for each year. Firms that meet the eligibility criteria will be issued a certificate allowing them to claim eligible tax credits.

Accountability and Transparency

In each year from 2011 through 2015, ESD may commit up to \$500 million in tax credits to firms in the Excelsior Jobs Program. The Program's total lifetime value is \$2.25 billion. A firm may only claim tax credits after demonstrating that it meets the minimum eligibility criteria.

ESD will post online quarterly reports providing information both on program statistics and individual participant performance.

Investment Zones

CAPITAL REGION

TROY
ALBANY CITY
SCHENECTADY
COLUMBIA COUNTY

FINGER LAKES REGION

ROCHESTER
GENEVA

LONG ISLAND REGION

ISLIP
BROOKHAVEN
NASSAU (VILLAGE AND TOWN OF HEMPSTEAD)

NEW YORK CITY REGION

EAST NY
PORT MORRIS
SOUTH JAMAICA
EAST HARLEM
HUNTS POINT
SOUTHWEST BROOKLYN
FAR ROCKAWAY
NORTH BROOKLYN
WEST SHORE STATEN ISLAND
CHINATOWN/LOWER EAST SIDE
STATEN ISLAND (NORTH SHORE)

MOHAWK VALLEY REGION

GLOVERSVILLE
UTICA
ROME
AMSTERDAM
OTSEGO

SOUTHERN TIER REGION

ELMIRA
NORWICH
STEBEN COUNTY
SCHUYLER COUNTY
BROOME COUNTY
(VILLAGE OF JOHNSON CITY)
(CITY OF BINGHAMTON)

CENTRAL NEW YORK

SYRACUSE
AUBURN
OSWEGO
FULTON
CORTLAND

MID-HUDSON REGION

YONKERS
ORANGE COUNTY
SULLIVAN COUNTY
MOUNT VERNON
KINGSTON-ULSTER (CITY OF KINGSTON)
DUTCHESS (CITY OF POUGHKEEPSIE)
ROCKLAND
(WEST HAVERSTRAW/STONY BROOK)
(SPRING VALLEY/NANUJET)

NORTH COUNTRY REGION

OGDENSBURG
PLATTSBURGH
WATERTOWN
POTSDAM

WESTERN NEW YORK REGION

LACKAWANNA
NIAGARA FALLS
FRIENDSHIP
JAMESTOWN
BUFFALO
DUNKIRK/SHERIDAN
TONAWANDA
CATTARAUGUS (CITY OF SALAMANCA)