

EXCELSIOR JOBS PROGRAM
Quarterly Report
June 30, 2012

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. 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.

The Program consists of a Job Growth Track and an Investment Track. The Job Growth Track comprises 75% of the Program and includes all firms in strategic 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. Participation in the Program and the amount of credits authorized is at the discretion of the Commissioner of the Department of Economic Development.

More detailed information about the Program can be found on our website at <http://esd.ny.gov/BusinessPrograms/Excelsior.html>

The Program is steadily growing with 521 applications received and 126 businesses admitted. Over \$184 million in tax credits have been committed to businesses that currently employ 35,548 New Yorkers. In return, these businesses have committed to capital investments of \$1.1 billion, research and development expenditures of another \$735 million and the creation of 13,649 jobs (See Chart A – *Businesses Admitted To Program*). The 126 businesses represent all regions with 64 located in the seven ESD regions comprising upstate (Western NY, Southern Tier, Finger Lakes, Central NY, Mohawk Valley, North Country, and Capital District) and the other 62 located downstate (Mid-Hudson, NYC, Long Island).

For a business to receive tax credits, a performance report must be submitted showing that the applicable job and investment requirements are being met. For tax year 2011, four companies were issued \$174,907 in tax credits (See Chart B – *Businesses Issued Credits - Tax Year 2011*).

Three of the four businesses were eligible based on investment and retained jobs (“Investment Track”) and one was eligible based on job creation (“Jobs Track”). The three “Investment Track” companies employed 914 workers, invested \$6.4 million, and were issued \$129,074 in credits for tax year 2011. The “Jobs Track” business created 36 jobs and credits of \$45,833 were issued.

The number of businesses scheduled to submit performance reports increases to 66 next year, claiming \$15 million in credits in that year. By 2017 all 126 businesses are scheduled to be claiming \$26.2 million in tax credits in that year.