

PLEASE NOTE - We welcome public comment on the items on the following agenda. To ensure maximum opportunity for participation, speakers representing themselves may speak for up to 2 minutes each, and those representing groups may speak for up to 4 minutes (1 speaker per group). Speakers' comments may address only items considered at today's meeting. Materials relating to matters that are scheduled for discussion in open session will be available at the meeting and will be posted on ESD's website prior to the meeting in accordance with the Public Officers Law

UPSTATE EMPIRE STATE DEVELOPMENT CORPORATION

at the offices of
Empire State Development – Buffalo Regional office
95 Perry Street – Suite 500
Buffalo, New York 14203

Meeting of the Directors

Thursday

September 17, 2015 – 1:30 p.m.

PROPOSED AGENDA

FOR CONSIDERATION

CORPORATE ACTION

1. Approval of the Minutes of the July 30, 2014 Directors Meeting

UPSTATE REGIONAL BLUEPRINT FUND

WESTERN NEW YORK REGION

2. Buffalo (Western New York Region – Erie County) – Empire Genomics URB Capital - Upstate Regional Blueprint Fund – Business Investment (Convertible Loan) – Findings and Determinations Pursuant to Sections 16-q and 10 (g) of the Act; Authorization to Adopt the Proposed General Project Plan; Authorization to Make a Loan and to Take Related Actions

DRAFT – SUBJECT TO REVIEW AND REVISION

UPSTATE EMPIRE STATE DEVELOPMENT CORPORATION

Meeting of the Directors
Held at the New York City Regional Office
633 Third Avenue
New York, New York 10017

and

Buffalo Regional Office
95 Perry Street
Buffalo, New York 14203

July 30, 2014

MINUTES

**In Attendance
Directors:**

Kenneth Adams (Acting Chair)
Sam Hoyt

**Present for Upstate
ESD:**

Eileen McEvoy, Secretary

Present for ESD:

Maria Cassidy, Deputy General Counsel
Elizabeth Fine, Executive Vice President and General
Counsel – Legal
Charles Imohiosen, Chief Operation Officer
Edwin Lee, Assistant Vice President – Discretionary
Projects

Also Present:

James Fayle – Director, Central New York Regional Office

The Press
The Public

DRAFT – SUBJECT TO REVIEW AND REVISION

The meeting of the Upstate Empire State Development Corporation, a wholly-owned subsidiary of the New York State Urban Development Corporation d/b/a Empire State Development (“ESD”), was called to order at 1:35 p.m. by Acting Chair Adams. It was noted for the record that notices to the public and news media of the time and place of the meeting had been given in compliance with the New York State Open Meetings Law.

First, Acting Chair Adams noted that the public is free to comment on any matters on the Agenda. It was noted for the record that the time and place of the meeting had been given in compliance with the New York State Open Meetings Law.

Next, Acting Chair Adams set forth the guidelines regarding comments by the public on matters on the Agenda as well as with regard to any conflicts of interest the Directors may have with regard to items on the Agenda. No conflicts were noted.

The Acting Chair then called for a motion to approve the Minutes of the June 27, 2014 Directors’ meeting. Upon motion duly made and seconded, the following resolution was unanimously adopted:

APPROVAL OF MINUTES AND RATIFICATION OF ACTIONS TAKEN AT THE JUNE 27, 2014 MEETING OF THE DIRECTORS OF THE CORPORATION FOR UPSTATE EMPIRE STATE DEVELOPMENT CORPORATION

RESOLVED, that the Minutes of the meeting of the Corporation held on June 27, 2014, as presented to this meeting, are hereby approved and all actions taken by the Directors

DRAFT – SUBJECT TO REVIEW AND REVISION

present at such meeting, as set forth in such Minutes, are hereby in all respects ratified and approved as actions of the Corporation.

* * *

The Acting Chair then asked Mr. Fayle to present the St. Luke's Health Services Upstate Regional Blueprint Fund grant item for the Directors' consideration.

Mr. Fayle provided the relevant background information with regard to this request noting that the Directors were being asked to authorize the Corporation to make a \$466,000 Upstate Regional Blueprint Capital grant to assist in the construction and equipping of the St. Francis Common into a 60-bed adult home and assisted facility on the St. Luke's Health Services Campus in Oswego, New York.

Mr. Fayle added that the total project cost is \$9,134,000 and will lead to the creation of 33 jobs.

The Acting Chair asked why the Upstate Blueprint Funds were being used to fund this project as opposed to other funding sources.

Among other things, Mr. Fayle explained that Susan Shaffer searched through the various funding sources and found this amount of funding in the Blueprint Fund. He added that due to the nature of the project, this would be an ineligible use of ESD's other funding sources.

DRAFT – SUBJECT TO REVIEW AND REVISION

Acting Chair Adams then asked why the MWBE exemption was given with regard to this project.

Mr. Fayle stated that it may be because it pre-dated the requirement as the project dates back to 2011. He added that he will look into it further and get back to the Directors with the facts regarding this exemption.

Director Hoyt thanked Acting Chair Adams for his question regarding the funding source as it provided clarification regarding Ms. Shaffer's creative approach to finding the resources for this project.

The Acting Chair called for any further questions or comments. Hearing none, and upon motion duly made and seconded, the following resolution was unanimously adopted:

Regional Council Award – Oswego (Central Region – Oswego County) – St. Luke Health Services – Upstate Regional Blueprint Fund – Business Investment (Capital Grant) – Findings and Determinations Pursuant to Sections 16-q and 10 (g) of the Act; Authorization to Adopt the Proposed General Project Plan; Authorization to Make a Grant and to Take Related Actions

RESOLVED, that on the basis of the materials presented to this meeting, a copy of which is hereby ordered filed with the records of the Upstate Empire State Development Corporation (the "Corporation"), relating to the St. Luke Health Services – Upstate Regional Blueprint Fund – Business Investment (Capital Grant) Project (the "Project"), the Corporation hereby determines pursuant to Section 10(g) of the New York State Urban Development Corporation Act of 1968, as amended (the "Act"), that there are no families or individuals to be displaced from the project area; and be it further

RESOLVED, that the Corporation does hereby adopt, subject to the requirements of Section 16(2) of the Act, the proposed General Project Plan (the "Plan") for the Project submitted to

DRAFT – SUBJECT TO REVIEW AND REVISION

this meeting, together with such changes therein as the President and Chief Executive Officer of the Corporation or his designee(s) may deem appropriate, a copy of which Plan, together with such changes, is hereby ordered filed with the records of the Corporation; and be it further

RESOLVED, that upon written finding of the President and Chief Executive Officer of the Corporation or his designee(s) that no substantive negative testimony or comment has been received at the public hearing held on the Plan, such Plan shall be effective at the conclusion of such hearing, and that upon such written finding being made, President and Chief Executive Officer of the Corporation or his designee(s) be, and each of them hereby is, authorized to make to City of Oswego a grant for a total amount not to exceed Four Hundred and Sixty Six Thousand Dollars (\$466,000) from the Upstate Regional Blueprint Fund, for the purposes, and substantially on the terms and conditions, set forth in the materials presented to this meeting, with such changes as the President and Chief Executive Officer of the Corporation or his designee(s) may deem appropriate, subject to the availability of funds and the approval of the State Division of the Budget; and be it further

RESOLVED, that the President and Chief Executive Officer or his designee(s) be, subsequent to the making of the grant, and each of them hereby is, authorized to take such actions and make such modifications to the terms of the grant as he or she may deem necessary or appropriate in the administration of the grant; and be it further

RESOLVED, that the provision of ESD financial assistance is expressly contingent upon: (1) the approval of the Public Authorities Control Board, if applicable, and (2) receipt of all other necessary approvals; and be it further

RESOLVED, that the President and Chief Executive Officer or his designee(s) be, and each of them hereby is, authorized in the name and on behalf of the Corporation to execute and deliver any and all documents and to take all actions as he or she may in his or her sole discretion consider to be necessary or proper to effectuate the foregoing resolutions.

* * *

Regional Council Award – Oswego (Central Region – Oswego County) – St. Luke Health Services – Upstate Regional Blueprint Fund – Business Investment (Capital Grant) – Determination of No Significant Effect on the Environment

RESOLVED, that based on the material submitted to the Directors with respect to the St. Luke Health Services Project, the Corporation hereby determines that the proposed action will not have a significant effect on the environment.

* * *

DRAFT – SUBJECT TO REVIEW AND REVISION

There being no further business, the meeting was adjourned at 1:46 p.m.

Respectfully submitted,

Eileen McEvoy
Corporate Secretary



FOR CONSIDERATION

September 17, 2015

TO: The Directors

FROM: Howard A. Zemsky

SUBJECT: Buffalo (Western New York Region – Erie County) – Empire Genomics
URB Capital – Upstate Regional Blueprint Fund – Business Investment
(Convertible Loan)

REQUEST FOR: Findings and Determinations Pursuant to Sections 16-q and 10 (g) of
the Act; Authorization to Adopt the Proposed General Project Plan;
Authorization to Make a Loan and to Take Related Actions

General Project Plan

I. Project Summary

Borrower: Empire Genomics, LLC (“Empire Genomics” or the “Company”)

UESD* Investment: A loan of up to \$400,000 to be used for a portion of the cost of
acquisition and installation of new machinery and equipment.

* The Upstate Empire State Development Corporation (the “Corporation”),
a subsidiary of the New York State Urban Development Corporation
doing business as Empire State Development (“ESD”)

Project Location: 700 Michigan Avenue, Buffalo, Erie County

Proposed Project: Leasehold improvements and the acquisition and installation of new
machinery, furniture, fixtures, and equipment necessary to establish a
new corporate headquarters.

Project Type: Business expansion involving job creation

Regional Council: The Western New York (“WNY”) Regional Council has been made aware
of this item. The Incentive Proposal was accepted in August 2010,
predating the Regional Council Initiative. The project is consistent with
the Regional Plan as it allows for a local startup company in the medical
innovation industry to establish its headquarters in Buffalo, contributing

to Governor Cuomo's vision for a worldwide medical hub in WNY.

Employment: Initial employment at time of ESD Incentive Proposal: 8
Current employment level: 22
Minimum employment on anniversary of loan closing in 2019*: 39
*Jobs cannot count toward any other project the Borrower has with NYS.

Loan Financing: The loan will provide permanent financing for a five year term at an annual interest rate of 3%, convertible to a grant over that term if required job levels are maintained.

II. Project Cost and Financing Sources

<u>Financing Uses</u>	<u>Amount</u>
Planning and Feasibility Study	\$158,000
Leasehold Improvements	645,000
Machinery, Furniture, Fixtures & Equipment	725,000
Software Development	250,000
Soft Costs (Design, Consultants, Fees Taxes, Insurance, etc.)	672,000
Facility Clinical Validation Studies	<u>400,000</u>
Total Project Costs	<u>\$2,850,000</u>

<u>Financing Sources</u>	<u>Amount</u>	<u>Percent</u>	<u>Rate/Term/Lien</u>
ESD-Loan	\$400,000	14%	3%/5yrs/Unsecured
Company Equity	<u>2,450,000</u>	<u>86%</u>	
Total Project Financing	<u>\$2,850,000</u>	<u>100%</u>	

III. Project Description

A. Company

Industry: The Company, a comprehensive molecular diagnostics company, enables personalized patient treatments by providing diagnostic, prognostic, therapeutic, and disease-monitoring information to determine the underlying mechanisms of diseases with a goal to remove costly variations and inconsistencies in testing that have prevented the medical industry from rapidly moving forward with new discoveries.

Company History: Empire Genomics was established in 2006 as a private spin-off company originating from research at Roswell Park Cancer Institute in Buffalo. The

Company developed significant expertise in genomic research by playing a fundamental role in the Human Genome Project, creating the foundational bacterial artificial chromosomes which served as the basis for sequencing the genome. Since its establishment, Empire Genomics has acquired several national and international companies, all within the human genomic sequencing industry. In 2014, the Company was established as a beneficiary of one of Governor Cuomo's Buffalo Billion Initiative, the Genome Medicine and Big Data Center.

- Ownership:** The Company is privately owned.
- Size:** There is one facility, located in Buffalo.
- Market:** Empire Genomics operates in the rapidly growing molecular diagnostics and oncology marketplace which is a ~\$4 billion market in the USA. Customers include pharmaceuticals and biotechs as well as hospitals, selling into the pathology segments of these markets. Competitors include BioReference Laboratories (Elmwood Park, NJ); Clariant Diagnostic Services, Inc. (Aliso Viejo, CA); and Miraca Life Services (Irving, TX).
- ESD Involvement:** In 2010, the Company notified ESD that it was outgrowing the space it utilized within Roswell Park Cancer Institute and required larger facility to continue ground-breaking genome research. However, Empire Genomics lacked the financial resources to complete the project. The Borrower sought assistance in financing the project through the competitive Upstate Regional Blueprint Fund Request for Proposals. Based on the merit of the project, ESD provided an incentive package of a \$400,000 grant which was accepted on August 3, 2010. Without ESD assistance, the project would have been delayed until funding was secured.
- Past ESD Support:** This is the Company's first project with ESD as a direct recipient. It is noted that Empire Genomics is one of multiple beneficiaries of up to \$47.5 million in ESD funding to The Research Foundation for the State University of New York ("SUNY RF") on behalf of the University at Buffalo for the Genome Medicine and Big Data Center project in an effort to advance research clinical applications and product development in genomic medicine. SUNY RF will acquire specialty equipment with a portion of the \$47.5 million in funding, which Empire Genomics will have access.

B. The Project

Completion: June 2015

Activity: The \$2.85 million project involved a space-needs planning and feasibility study; leasehold improvements including plumbing, electrical, backup power supply and HVAC upgrades; new machinery, furniture, fixtures and equipment including state-of-the art custom software necessary to relocate and expand the headquarter operations.

Results: The project is expected to retain eight jobs and create 31 new jobs by January 1, 2019; the Company has already created 14 new jobs. Additionally, the project will enable to Company to expand innovative medical research in human genomics in close proximity to Buffalo's expanding medical corridor thereby continuing Governor Cuomo's vision to create a world-wide medical innovation hub in WNY.

Business Investment

Project: Benefit-Costs Evaluations are used in evaluating projects that are categorized as Business Investment, Infrastructure Investment, and Economic Growth Investment and that involve 1) job retention and/or creation and/or 2) construction-related activity. For Business Investment projects, benefits typically reflect the impact of both jobs and construction-related activity. For Infrastructure Investment and Economic Growth Investment projects, which generate long-term benefits not captured in the period of analysis and may involve no permanent job commitments, the estimated benefits typically reflect only construction-related activity.

Evaluated over a seven-year period, the following are anticipated project impacts (dollar values are present value):

- Fiscal benefits to NYS government from the project are estimated at \$1,353,313;
- Fiscal cost to NYS government is estimated at \$400,000 convertible Loan;
- Project cost to NYS government per direct job is \$15,768;
- Project cost to NYS government per job (direct plus indirect) is estimated at \$7,561;
- Ratio of project fiscal benefits to costs to NYS government is 3.69:1;
- Fiscal benefits to all governments (state and local) are estimated at \$2,354,962;
- Fiscal cost to all governments is \$400,000 convertible loan;
- All government cost per direct job is \$15,768;
- All government cost per total job is \$7,561;
- The fiscal benefit to cost ratio for all governments is 6.42:1;

- Economic benefits (fiscal plus total net resident disposable income from project employment) are estimated at \$18,048,715, or \$372,263 per job (direct and indirect);
- The economic benefit to cost ratio is 49.23:1;
- Project construction cost is \$550,000, which is expected to generate five direct job years and three indirect job years of employment;
- For every permanent direct job generated by this project, an additional 1.09 indirect jobs are anticipated in the state's economy;
- The payback period for NYS costs is one year.

See Project Summary Benefit-Cost Evaluation (attached) for detail and definitions.

Borrower Contact: Mr. Anthony Johnson, President and CEO
 700 Michigan Avenue
 Buffalo, NY 14203
 Phone: (716) 856-3873

ESD Project No.: X073

Project Team:	Origination	Diego Sirianni
	Project Management	Jean Williams
	Legal	Steve Gawlik
	Contractor & Supplier Diversity	Geraldine Ford
	Finance	John Bozek
	Environmental	Soo Kang

C. Financial Terms and Conditions

1. The Borrower shall pay a commitment fee of 1% of the \$400,000 loan (\$4,000). In addition, at the time of closing, the Borrower will reimburse ESD for all out-of-pocket expenses incurred in connection with the project.
2. The Borrower will demonstrate no materially adverse changes in its financial condition prior to closing.
3. Personal Guarantees are required from any individual or family members together owning 20% or more of the Borrower, including Dr. Norma J. Nowak.
4. The Borrower will be required to contribute a minimum of 10% of the total project cost in the form of equity contributed after the Company's written acceptance of ESD's offer. Equity is defined as cash injected into the project by the Company or by investors, and should be auditable through Company financial statements or Company accounts, if so requested by ESD. Equity cannot be borrowed money secured by the assets in the project.

5. Up to \$400,000 will be disbursed to the Borrower upon completion of the project substantially as described in these materials including documentation of \$2.85 million in project costs, verification of participation of other financing sources, and documentation of the employment of at least 8 Full-time Permanent Employees at the Project Location, assuming that all project approvals have been completed and funds are available. Expenditures reimbursed by ESD's loan must be incurred on or after August 3, 2010 to be considered eligible project costs. Disbursement of the loan must be requested by April 1, 2016.
6. Prior to disbursement, the Borrower must employ at least the number of Full-time Permanent Employees set forth as the Baseline Employment in the table below. A Full-time Permanent Employee shall mean (a) a full-time, permanent, private-sector employee on the Borrower's payroll, who has worked at the Project Location for a minimum of thirty-five hours per week for not less than four consecutive weeks and who is entitled to receive the usual and customary fringe benefits extended by Borrower to other employees with comparable rank and duties; or (b) two part-time, permanent, private-sector employees on Borrower's payroll, who have worked at the Project Location for a combined minimum of thirty-five hours per week for not less than four consecutive weeks and who are entitled to receive the usual and customary fringe benefits extended by Borrower to other employees with comparable rank and duties.
7. ESD may reallocate the project funds to another form of assistance, at an amount no greater than \$400,000, for this project if ESD determines that the reallocation of the assistance would better serve the needs of the Company and the State of New York. In no event shall the total amount of any assistance to be so reallocated exceed the total amount of assistance approved by the Directors.
8. Rate/Term: 3% interest rate over 5 years (sixty months). Loan becomes immediately due and payable if Borrower sells or closes the Project Location.
9. Repayment Term: Sixty (60) monthly interest-only payments beginning after disbursement of the convertible loan, with outstanding principal due in full in the 60th month, subject to any incremental reductions in principal based upon Borrower's achievement of Job Commitments and Loan Compliance (See Conversion Terms below).
10. Conversion Terms: The loan principal may be subject to incremental reductions of 20% annually over the five-year term of the loan for each respective year of the loan. Upon timely submission by Borrower of an annual Principal Reduction Request Form verifying Job Commitments and Loan Compliance as approved by ESD, the principal balance of the loan shall be reduced for such year by \$80,000. Each such approved reduction shall be deemed a prepayment of the Borrower's Promissory Note to ESD pursuant to the terms contained therein. If during the term of the loan, Job

Commitments and/or Loan Compliance are not submitted and approved for any particular year, principal reduction will not occur for that year and the corresponding amount of principal, when added to any other unconverted principal, shall remain payable upon maturity. (See Job Commitments below.)

Job Commitments:

Baseline Employment	8
A	B
Reporting Date	Employment Goals
Anniversary Date of Loan Closing 2016	13
Anniversary Date of Loan Closing 2017	22
Anniversary Date of Loan Closing 2018	29
Anniversary Date of Loan Closing 2019	39
Anniversary Date of Loan Closing 2020	39

11. The Borrower will submit to ESD annual reviewed financial statements and quarterly internal financial statements certified by an officer of the Borrower.
12. Financial Disclosure: Updated financial disclosure on Borrower and all guarantors acceptable to ESD must be provided prior to closing.
13. Lien/Collateral: Unsecured

IV. Statutory Basis

This project is authorized under Section 16-q of the New York State Urban Development Corporation Act (the "Act") and satisfies the eligibility criteria in the Act and the rules and regulations for the Upstate Regional Blueprint Fund Program. No residential relocation is required as there are no families or individuals residing on the site.

V. Environmental Review

ESD staff has determined that the project constitutes a Type II action as defined by the New York State Environmental Quality Review Act ("SEQRA") and the implementing regulations of the New York State Department of Environmental Conservation. No further environmental review is required in connection with the project.

VI. Non-Discrimination and Contractor & Supplier Diversity

Pursuant to New York State Executive Law Article 15-A, ESD recognizes its obligation under the law to promote opportunities for maximum feasible participation of certified minority-and women-owned businesses in the performance of ESD contracts. For purposes of this Contract, however, project performance has already been completed, and therefore, MWBE participation goals cannot be established.

VII. ESD Financial Assistance Subject to Availability of Funds and Additional Approval

The provision of ESD financial assistance is contingent upon the availability of funds and the approval of the State Division of the Budget.

VIII. Additional Submissions to Directors

Resolutions
New York State Map
Benefit-Cost Analysis
Project Finance Memorandum
Project Photographs

September 17, 2015

Buffalo (Western New York Region – Erie County) – Empire Genomics URB Capital – Upstate Regional Blueprint Fund – Business Investment (Convertible Loan) – Findings and Determinations Pursuant to Sections 16-q and 10 (g) of the Act; Authorization to Adopt the Proposed General Project Plan; Authorization to Make a Loan and to Take Related Actions

RESOLVED, that on the basis of the materials presented to this meeting, a copy of which is hereby ordered filed with the records of the Upstate Empire State Development Corporation (the "Corporation"), relating to the Empire Genomics URB Capital – Upstate Regional Blueprint Fund – Business Investment (Convertible Loan) Project (the "Project"), the Corporation hereby determines pursuant to Section 10 (g) of the New York State Urban Development Corporation Act of 1968, as amended (the "Act"), that there are no families or individuals to be displaced from the project area; and be it further

RESOLVED, that the Corporation does hereby adopt, subject to the requirements of Section 16(2) of the Act, the proposed General Project Plan (the "Plan") for the Project submitted to this meeting, together with such changes therein as the President and Chief Executive Officer of the Corporation or his designee(s) may deem appropriate, a copy of which Plan, together with such changes, is hereby ordered filed with the records of the Corporation; and be it further

RESOLVED, that upon written finding of the President and Chief Executive Officer of the Corporation or his designee(s) that no substantive negative testimony or comment has been received at the public hearing held on the Plan, such Plan shall be effective at the conclusion of such hearing, and that upon such written finding being made, the President and Chief Executive Officer of the Corporation or his designee(s) be, and each of them hereby is, authorized to make to Empire Genomics, LLC a loan for a total amount not to exceed Four Hundred Thousand Dollars (\$400,000) from the Upstate Regional Blueprint Fund, for the purposes, and substantially on the terms and conditions, set forth in the materials presented to this meeting, with such changes as the President and Chief Executive Officer or his designee(s) may deem appropriate, subject to the availability of funds and the approval of the State Division of the Budget; and be it further

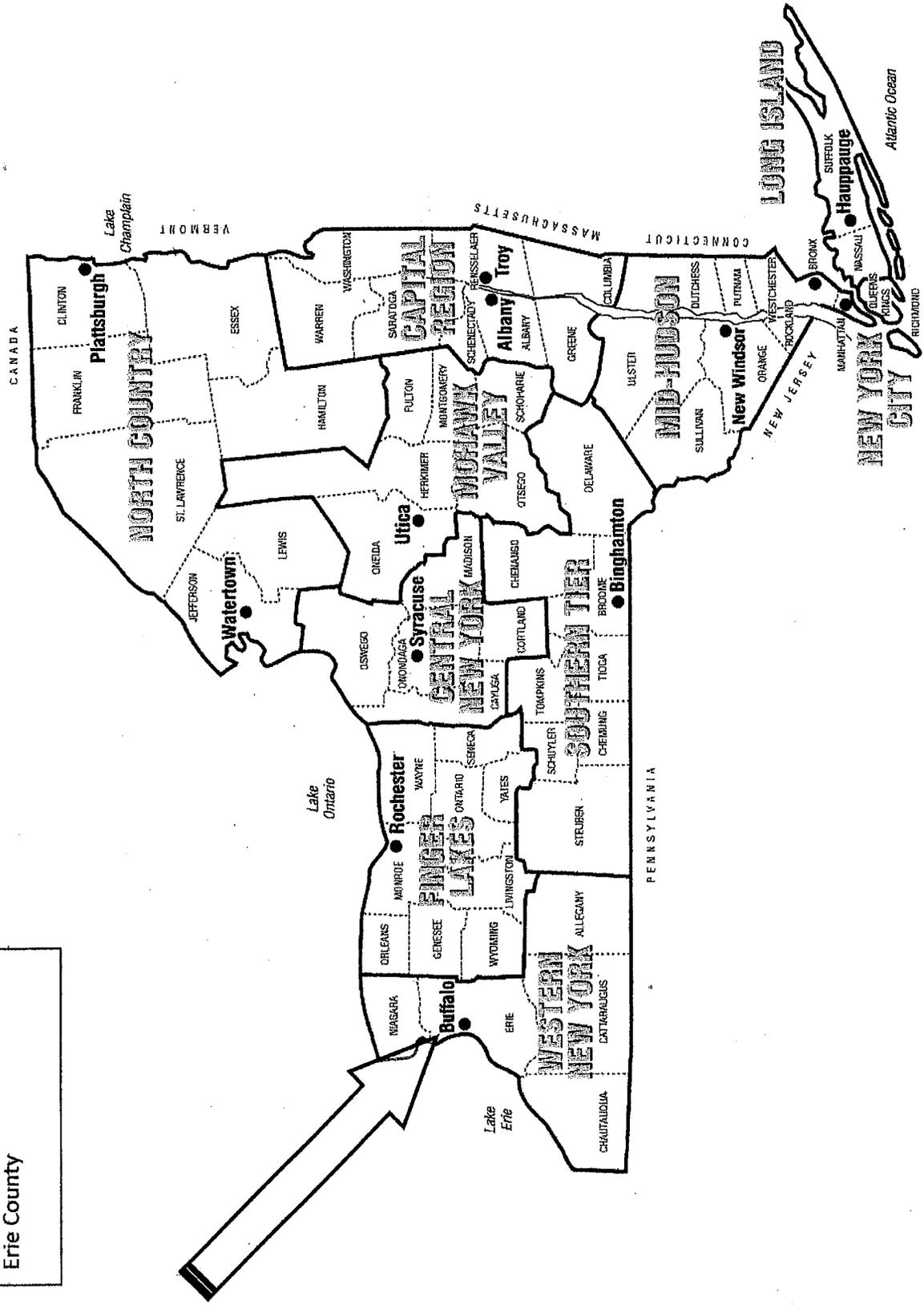
RESOLVED, that the President and Chief Executive Officer of the Corporation or his designee(s) be, subsequent to the making of the loan, and each of them hereby is, authorized to take such actions and make such modifications to the terms of the loan or collateral securing the loan as he or she may deem necessary or appropriate in the administration of the loan and grant; and be it further

RESOLVED, that the provision of ESD financial assistance is expressly contingent upon: (1) the approval of the Public Authorities Control Board, if applicable, and (2) receipt of all other necessary approvals; and be it further

RESOLVED, that the President and Chief Executive Officer or his designee(s) be, and each of them hereby is, authorized in the name and on behalf of the Corporation to execute and deliver any and all documents and to take all actions as he or she may in his or her sole discretion consider to be necessary or proper to effectuate the foregoing resolutions.

* * *

Empire Genomics URB Capital
Erie County



Project Summary Benefit-Cost Evaluation¹

Empire Genomics, LLC – Business Investment

Benefit-Costs Evaluations are used in evaluating projects that are categorized as Business Investment, Infrastructure Investment, and Economic Growth Investment and that involve 1) job retention and/or creation and/or 2) construction-related activity. For Business Investment projects, benefits reported in the table below typically reflect the impact of both jobs and construction-related activity. For Infrastructure Investment and Economic Growth Investment projects, which generate long-term benefits not captured in the period of analysis and may involve no permanent job commitments, the table typically reflects only construction-related activity. Benchmarks for each type of project are noted in the footnotes.

Initial Jobs:	8	Construction Job Years (Direct):	5
New Jobs:	31 over five years	Construction Job Years (Indirect):	3

Evaluation Statistics	Project Results NYS Gov't.	NYS Gov't. Benchmarks ²	Project Results State & Local Government	State & Local Government Benchmarks
Fiscal Costs ³	\$400,000*	\$794,250	\$400,000*	\$1,020,500
Fiscal Benefits ⁴	\$1,353,313	\$2,085,600	\$2,354,962	\$4,271,980
Fiscal Cost /Direct Job	\$15,768	\$3,000	\$15,768	\$4,110
Fiscal Cost/Total Jobs	\$7,561	\$1,424	\$7,561	\$1,964
Fiscal B/C Ratio	3.69	7.00	6.42	10.60
	Project Results	Benchmarks		
Economic Benefits ⁵	\$18,048,715	\$119,468,000		
Econ. Benefits/Total Jobs	\$372,263	\$147,600		
Economic B/C Ratio	49.23	75.00		

*The 400,000 Cost is a convertible loan at 3% for five years and turns into grant after five years

¹ Dollar values are present value calculated over a 7-year period. Separate evaluations are made and reported for New York State government assistance alone and for State and Local government.

² The current project evaluation results (both fiscal and economic) are compared to performance measure benchmarks based on results of a sample of ESD non-retail projects. Business Investment project benchmarks are 7.00 (Fiscal) and 75.00 (Economic). Infrastructure Investment (or Economic Growth Investment) project benchmarks are 3.00 (Fiscal) and 30.00 (Economic).

³ Fiscal cost includes the value of grants, loans and associated default risks, and discretionary subsidies (such as tax exemptions or abatements on sales, property, and interest income).

⁴ Fiscal benefits are the loan repayments and tax revenues to New York State and Local governments generated by project activity. This includes estimated taxes on personal incomes from project direct and indirect employment, corporate and business incomes, excise and user taxes, property taxes, and other taxes.

⁵ Economic benefits are estimated project benefits measuring fiscal flows to government plus net resident disposable income from project direct and indirect employment net of transfers, without adjusting for individual income earners' opportunity cost of employment.