

## Overview

The Excelsior Jobs Program will provide 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 strategic industries that create and maintain new jobs or make significant financial investment will be eligible to apply for up to four new tax credits. The Program will encourage 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 \$250 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 five 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 up to \$5,000 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 ten percent credit for new investments based on the Federal Research and Development credit.

**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. No benefits will be provided if a firm fails to meet its job and investment commitments.

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

<b>Investment Track</b>
<b>Firms in Strategic Industries who make significant capital investment &amp; have and retain at least 50 employees</b>
<b>Minimum Benefit Cost Ratio = 10:1</b>
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 5-year period, based on:

- Projected capital investment
- Amount of salary & benefits 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 all obligations in the agreement 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 \$250 million in tax credits to firms in the Excelsior Jobs Program. The Program's total lifetime value is \$1.25 billion. A firm may only claim tax credits after demonstrating that its job and investment promises have been met.

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  
STEUBEN 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/NANUET)

### **NORTH COUNTRY REGION**

OGDENSBURG  
PLATTSBURGH  
WATERTOWN  
POTSDAM

### **WESTERN NEW YORK REGION**

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