

Tompkins County
Industrial Development Agency
 Industrial Application for Incentives

Date: 9/4/2015

APPLICANT INFORMATION

Name of Company/Applicant: The CBORD Group, Inc

Owner (First, Last): Wholly-owned subsidiary of Roper Technologies Inc

Address: 61 Brown Road

City: Ithaca

State: NY

Zip: 14850

Primary Contact (First, Last): Jodi Denman

Phone: (607)257-2410

Email: jld2@cbord.com

Fax: () -

Will a separate company hold title to/own the property in question that is separate from the operating company/applicant?

Yes

No

If yes, please provide the name and contact information for that entity.

Name of Company/Applicant: South Hill Business Campus LLC

Owner (First, Last): Andrew Sciarabba -Managing Partner

Address: 950 Danby Road

City: Ithaca

State: NY

Zip: 14850

Primary Contact (*if different from owner*): Linda Luciano

Phone: (607)256-2025

Email:
lluciano@southhillbusinesscampus.com

Fax: (607)256-2026

Describe the terms and conditions of the lease between the applicant and the owner of the property. 10 year lease of approximately 41,000 square feet with two (5) year options to renew.

APPLICANT ATTORNEY

Attorney: David B. Liner, VP General Counsel & Secretary, Roper Technologies, Inc

Address: 6901 Professional Parkway East, Suite 200

City: Sarasota

State: FL

Zip: 34240

Primary Contact (*if different from above*):

Phone: (941)556-2601

Email:

Fax: (941)306-2941

APPLICANT ACCOUNTANT

Accountant: The CBORD Group, Inc handles all its own accounting. Roper Technologies Inc has annual audits by PricewaterhouseCoopers LLP		
Address:		
City:	State:	Zip:
Primary Contact (if different from above):		
Phone: () -	Email:	Fax: () -

APPLICANT ENGINEER/ARCHITECT (if known)

Engineer/Architect: John Snyder Architect		
Address: 142 East State Street		
City: Ithaca	State: NY	Zip: 14850
Primary Contact (if different from above):		
Phone: (607)273-3565	Email: john@js-architects.com	Fax: () -

APPLICANT CONTRACTOR (if known)

Contractor:		
Address:		
City:	State:	Zip:
Primary Contact (if different from above):		
Phone: () -	Email:	Fax: () -

BUSINESS HISTORY

Year company was founded: 1975/2008 under current ownership	NAICS Code: 511210 and 611420	
Type of ownership: Corporation		
Description of product or service: See attached Description of the Business - CBORD		
Major customers: <i>The IDA avoids offering incentives to businesses that will compete with or displace existing Tompkins County businesses.</i> Not applicable		
Major Suppliers: Oracle, Allegion, Assa Abloy, Data Card, Jamex		
Who are your major competitors in Tompkins County? N/A		
Has your business ever received incentives tied to job creation from local governments in New York State?	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No
If yes, please describe: On-the-Job Training grants		
Were the goals met?	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No

If no, why were the goals not met?	
After Expansion:	
Annual sales to customers in Tompkins County	\$ 650,000
Percent subject to sales tax:	0 %
Annual purchases of operating items subject to local sales tax	\$ 375,000

BUSINESS PROFIT HISTORY

Please provide five (5) years of **past history** in the format provided below.

Years	1	2	3	4	5
Revenues	\$ 2.4Billion	\$ 2.8Billion	\$ 3.0Billion	\$ 3.2Billion	\$ 3.5Billion
Profits	\$ 323Million	\$ 427Million	\$ 483Million	\$ 538Million	\$ 646Million

Please provide three (3) years of **future projections** in the format provided below.

Years	1	2	3
Revenues	\$ We are a publically traded company and cannot share future revenue with the public	\$	\$
Profits	\$	\$	\$

PROJECT DESCRIPTION

Please give a brief description of the project: CBORD is a 40 year company to Ithaca, NY and is owned by Roper Technologies, Inc. Currently, CBORD is housed in two locations and with this renovation project we will be able to bring all 245 local employees into one office space, while also accomodating our outside team members when they are onsite, as well as provide us with space for growth. This allows us an opportunity to also enhance our employee experience. We will renovate 41,000 square feet at the SouthHill Business Campus and are currently working with a local architect and project manager.

Location:	950 Danby Road, Ithaca NY 14850	
Property Size (acres):	Existing: NA	Proposed: NA
Building Size (square feet):	Existing: 41,263	Proposed: 41,263
Proposed Dates:	Start: 9/15/15	End: 5/31/15

What types of green building practices do you plan to use, if any? The Renovation will include LED lighting.

Do you certify that the project will not result in the relocation of all or part of any business or jobs within New York State to Tompkins County?	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No
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Will this project result in a regular increase in overnight visitors to your facility (e.g. for training programs)?	<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> No
If yes, number of visitors per year:		
Average duration of stays (days):		

OCCUPANCY

List the name(s), nature of business of proposed tenant(s), and percentage of total square footage to be used for each tenant (additional sheets may be attached, if necessary).

Business	Nature of Business	% of total square footage
1. The CBORD GROUP, INC	See attached Description Nature of Business - CBORD	15%
2.		
3.		
4.		
5.		

PROJECT COST

	Amount	% Subject to sales tax
Value of land to be acquired (if any)	\$ NA	N/A
Value of building to be acquired (if any)	\$ NA	N/A
Cost of new construction	\$	%
Value of improvements to existing building	\$ 2,200,000	100 %
Value of equipment to be acquired	\$ 1,500,000	100 %
Other:	\$	%
Other:	\$	%
Total	\$ 3,700,000	N/A

For IDA to fill out

<i>Est. reimbursement of soft costs on project cost:</i>	\$
<i>Agency Fee:</i>	\$
<i>Agency Counsel Fee:</i>	\$
<i>Agency Bond Counsel Fee:</i>	\$

FINANCING

Amount of anticipated financing from a lending institution: <i>Please note: the applicant must inform the TCIDA at the time of issuance of commitment letter if the financing will exceed the amount stated here.</i>	\$ -0- for CBORD
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VALUE OF INCENTIVES – Property Tax Abatement

Assumptions										
\$	Value of increase in assessment									
4%	Annual increase in assessment and tax rate									
New taxes paid:						Taxes Abated:				
\$						\$				
Year	County	School	City/Town	Village	Total	County	School	City/Town	Village	Total
1										
2										
3										
4										

5									
6									
7									
Totals									
Value of sales tax abatement:							\$ 296,000		
Estimated length of sales tax abatement (years):							1 years		
Estimated value of abatement for facility construction including information on assumptions used in calculations:							\$ 8% of projected renovation cost		
Estimated value of abatement for furniture, fixtures and equipment including information on assumptions used in calculations:							\$ 8% of projected equipment cost		
Mortgage Recording tax abatement:							\$		
Other governmental incentives or support. Include summary of program, name of contact person and terms and conditions of program.									
<i>Program</i>			<i>Contact Person</i>			<i>Terms & Conditions</i>			

NEED FOR INCENTIVES

Are you asking for a schedule of incentives that deviates from the IDA’s Standard Tax Abatement Program as listed below? Yes No

Standard	
<i>Year</i>	<i>Abatement</i>
1	90%
2	77%
3	64%
4	51%
5	39%
6	26%
7	13%

If the applicant is requesting incentives that are greater than the IDA’s Standard Policy, please include a detailed description and justification for this request. **Please submit as supplemental information to the application.**

EMPLOYMENT INFORMATION

Note: during the course of the abatement you will be required to provide detailed employment information annually.

Please provide a description of the benefits that you offer to your employees.

Benefits include: paid-time-off, health insurance; dental insurance; vision insurance; life and disability insurance; 401(k)plan, Flex Spending, wellness program, and numerous professional and personal development course offerings

Please provide a description of internal training and advancement opportunities offer to your employees.

CBORD provides internal and external training : job specific training, certification, committee assignments. CBORD also hosts product training, and other hard and soft skills training. Training has ranged from a technical training, a Leadership Development and Supervisory development

program to Lean Office, Project Management, and Customer Service training.	
What percentage of your current positions do women occupy?	35%
What percentage of your current positions do minorities occupy?	9%
Are you willing to pay a livable wage, as defined by the Alternatives Federal Credit union (AFCU) of Ithaca, NY (http://www.alternatives.org/2013livingwagechart.html) to all employees for the duration of the abatements?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
What percent of your current workforce and management are in:	
Tompkins County?	54 %
New York State?	61 %
Out of New York State?	39 %
Do you have a strategy for ensuring diversity in hiring?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
<p>If yes, please describe:</p> <p>CBORD's strategy for ensuring diversity in hiring has a multifaceted approach.</p> <p>An annual contract with CareerBuilder. This contract allows CBORD to list its positions on over 35 diversity websites and the Department of Labor's website. CBORD posts its open roles on its career portal.</p> <p>Annually, CBORD's human resources staff attend job fairs, does outreach with Tompkins County Workforce Center.</p> <p>CBORD has an Affirmative Action Plan (AA) with policy statements, defined goals for implementation, and internal and external modes of communication. Below is an excerpt from CBORD's AAP.</p> <ol style="list-style-type: none"> 1. Human Resources has regular discussions with managers, supervisors, and employees to ensure that the Company's policies are being followed 2. Human Resources ensures that all personnel involved in the recruitment, screening, selection, promotion, disciplinary, and related processes are trained to ensure that the commitments in the Company's affirmative action program are implemented 3. Human Resources ensures that supervisors follow their affirmative action efforts and results are a component of their performance evaluations, and that the Company is obligated to prevent harassment of employees placed through affirmative action efforts 4. Human Resources identifies, in conjunction with line management, any problem areas in implementing the AAP and developing solutions to rectify any barriers. 5. Human Resources designs and implements an internal audit and reporting systems that will measure the effectiveness of the Company's Program, indicate the need for remedial action, determine the degree to which the Company's objectives have been attained, determine whether employees have had the opportunity to participate in all Company-sponsored educational, training, recreational, and social activities, and ensure that each Company location is in compliance with applicable laws and regulations. 	

6. Human Resources serves as liaison between the Company and enforcement agencies, and between the Company and organizations of minorities.

7. Human Resources encourages active involvement by Company representatives in the community service programs of local organizations.

8. Human Resources ensures that posters and notices are properly displayed or disseminated in ways that are accessible and understandable to applicants and employees, and

9. Human Resources keeps management informed of the latest developments in affirmative action.

10. Human Resources works with managers to support the AAP efforts and implementing goals.

Will you allow your building to be used as a polling facility?

Yes

No

EMPLOYMENT PLAN

Occupation in Company	Jobs by Occupation		Permanent Full-Time Jobs			
	Average Annual Salary Ranges/ Hourly Wage	Number of Employees	New Jobs Added in Year 1	New Jobs Added in Year 2	New Jobs Added in Year 3	Total New Jobs
Professional	62,974	208				
Clerical	39,775	81				
Sales	52,405	43				
Services	31,200	1				
Construction						
Manufacturing						
High Skilled						
Medium Skilled						
Basic Skilled						
Other (describe)						
Officials and Mgrs	103,552	58				
Operative	40,888	9				
Technicians	46,474	7				
Total	377,268	407				
Estimated percentage of new hires who would be unemployed at time of hire:					1 %	

CONSTRUCTION LABOR

Will you use contractors who:

Have a certified apprenticeship program	<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> No
Pay a prevailing living wage	<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> No
Use local labor	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No

ENVIRONMENTAL REVIEW

Environmental Assessment Form – short or long

Submitted to: Town of Ithaca

Agency Name: Town of Ithaca

Agency Address: 215 N.Tioga Street

City: Ithaca

State: NY

Zip: 14850

Date of Submission: Pending

Status of Submission:

Please note: an environmental review must be completed before TCIDA can vote on proposed financial incentives. It is the applicant's responsibility to provide a copy of the determination of environmental impact by another agency to TCIDA.

PERMITS

Describe other permits required and status of approval process.

Permit

Status

1. Building Permit

Pending

2.

3.

4.

OTHER

Do you have anything else you would like to tell the TCIDA regarding this project?

CERTIFICATION

deposes that s/he is the _____ of _____, the corporation in the attached application; that s/he has read the foregoing application and knows the content thereof; that the same is true to his knowledge. Deponent further says that the reason this verification is made by the deponent and not by _____ is because the said company is a corporation.

The grounds of deponent's belief relative to all matters in the said application which are not stated upon his own personal knowledge, are investigations which deponent has caused to be made concerning the subject matter of this application as well as information acquired by deponent in the course of his duties as an officer of and from the books and papers of said corporation.

As an officer of said corporation (hereinafter referred to as the "Applicant"), deponent acknowledges and agrees that applicant shall be and is responsible for all costs incurred by the nonprofit Tompkins County Industrial Development Agency (hereinafter referred to as the "Agency") acting in behalf of the attached application whether or not the application, the project it describes, the attendant negotiations and ultimately the necessary issue of bonds or transfer of title are ever carried to successful conclusion. If, for any reason whatsoever, the Applicant fails to conclude or consummate necessary negotiations or fails to act within a reasonable or specified period of time to take reasonable, proper, or requested action, or withdraws, abandons, cancels, or neglects the application or if the Agency or Applicant are unable to find buyers willing to purchase the total bond issue required or financing for the project, then upon presentation of invoice, the Applicant shall pay to the Agency, its agents, or assigns all actual costs involved in conduct of the application, up to that date and time, including but not limited to fees of bond counsel for the Agency and fees of general counsel for the Agency. Upon successful conclusion and sale of the required bond issue or transfer of title the Applicant shall pay to the Agency an administrative fee set by the Agency, not to exceed an amount equal to 1% of the total project cost. The cost incurred by the Agency and paid by the Applicant, including bond counsel, the Agency's general counsel's fees and the Agency's administrative fees, may be considered as a cost of the project and included as part of the resultant bond issue.

Applicant hereby understands and agrees, in accordance with Section 875(3) of the New York General Municipal Law, that any New York State and local sales and use tax exemption claimed by Applicant and approved by the Agency in connection with the Project may be subject to recapture by the Agency under such terms and conditions as will be set forth in the Agent Agreement to be entered into by and between the Agency and the Applicant. The Applicant further represents and warrants that the information contained in this Application, including without limitation information regarding the amount of New York State and local sales and use tax exemption benefits, is true, accurate and complete.

SIGNATURE PAGE FOLLOWS ON SEPARATE PAGE

**CERTIFICATION
SIGNATURE PAGE**

Signature of Chief Officer of Company submitting application

Notary
Sworn to before me this
day of , 20