

The Evaluation Criteria are to be considered after a Project has been determined to be otherwise eligible under Article 18-A of the New York General Municipal Law and under Wyoming County IDA policies in effect from time to time.

State Required Criteria	Project Type	Material Terms (Suggested)	Evaluative Criteria (Suggested)
<ol style="list-style-type: none"> <li>1. Extent to which a project will create or retain permanent jobs</li> <li>2. Estimated value of tax exemptions</li> </ol>	<p><b><u>Qualified Projects</u></b>  <b><u>Manufacturing, Assembly, Processing, Warehouse, Wholesale Distribution etc. (refer to IDA UTEP for project type by definition.)</u></b></p>	<ol style="list-style-type: none"> <li>1. Create or Retain Jobs</li> <li>2. Private Sector Investment</li> <li>3. Local Labor Construction</li> </ol>	<ol style="list-style-type: none"> <li>1. Investments in Energy Efficiency</li> <li>2. Locational Land Use Factors, Brownfields or Locally Designated Development Areas</li> <li>3. Retention/Flight Risk</li> </ol>
<ol style="list-style-type: none"> <li>3. Amount of private sector investment</li> <li>4. Likelihood of project being accomplished in a timely fashion</li> <li>5. Extent of new revenue provided to local taxing jurisdictions</li> <li>6. Any other misc. public benefits</li> </ol>	<p><b><u>Agricultural, Food Processing</u></b></p>	<ol style="list-style-type: none"> <li>1. Create or Retain Jobs</li> <li>2. Private Sector Investment</li> <li>3. Local Labor Construction</li> </ol>	<ol style="list-style-type: none"> <li>1. In Region Purchases (% of overall Purchases, from Local Growers)</li> <li>2. Investments in Energy Efficiency</li> <li>3. Locational Land Use Factors, Proximity to Local Ag. Production</li> <li>4. Retention/Flight Risk</li> </ol>

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<ol style="list-style-type: none"> <li>5. Extent of new revenue provided to local taxing jurisdictions</li> <li>6. Any other misc. public benefits</li> </ol>	<p><b><u>Tourism Destination Projects</u></b></p>	<ol style="list-style-type: none"> <li>1. Private Sector Investment</li> <li>2. Create or Retain Jobs (if applicable)</li> <li>3. Local Labor Construction</li> <li>4. Regional Wealth Creation (% Sales/Customers Outside Area)</li> </ol>	<ol style="list-style-type: none"> <li>1. Market Study (Document Demand and Impact on Existing Operators)</li> <li>2. Regional Wealth Creation</li> <li>3. Proximity/Support of Regional Tourism Attractions/Facilities</li> <li>4. Local Official(s) Support</li> <li>5. In Region Purchases, Support of Local Vendors</li> <li>6. Generation of Local Revenues (i.e. Hotel Bed Taxes)</li> </ol>

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<ol style="list-style-type: none"> <li>3. Amount of private sector investment</li> <li>4. Likelihood of project being accomplished in a timely fashion</li> <li>5. Extent of new revenue provided to local taxing jurisdictions</li> <li>6. Any other misc. public benefits</li> </ol>	<p><b><u>Back Office, Data, Call Centers</u></b></p>	<ol style="list-style-type: none"> <li>1. Private Sector Investment</li> <li>2. Create or Retain Jobs (if applicable)</li> <li>3. Local Labor Construction</li> </ol>	<ol style="list-style-type: none"> <li>1. Regional Wealth Creation (% Sales/Customers Outside Area)</li> <li>2. In Region Purchases (% of Purchases from Local Vendors)</li> <li>3. Supports Local Business or Cluster</li> <li>4. Retention/Flight Risk</li> </ol>

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	<p style="text-align: center;"><b><u>Market Rate Senior Housing</u></b></p>	<ol style="list-style-type: none"> <li>1. Private Sector Investment</li> <li>2. Create or Retain Jobs (if applicable)</li> <li>3. Local Labor Construction</li> </ol>	<ol style="list-style-type: none"> <li>1. Market Study (Document Need and Impact on Existing Facilities)</li> <li>2. Highly Distressed Census Tract</li> <li>3. Alignment with Local Planning and Development Efforts</li> <li>4. Urban, Town/Village Center Location</li> <li>5. Local Official(s) Support</li> <li>6. Facility Promotes Walkable Community Areas</li> <li>7. Ability to Conventionally Finance</li> <li>8. Provides Specific Senior Amenities (Community Rooms, Health Services etc.)</li> </ol>
<ol style="list-style-type: none"> <li>3. Amount of private sector investment</li> <li>4. Likelihood of project being accomplished in a timely fashion</li> <li>5. Extent of new revenue provided to local taxing jurisdictions</li> <li>6. Any other misc. public benefits</li> </ol>			

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\* The suggested Material Terms and Evaluative Criteria are not meant to be adopted in their entirety as a best practice, but rather as a list from which an IDA could choose from. Each IDA should consider its own local economic development environment, strategy and objectives when reviewing and determining its Material Terms and Evaluative Criteria.

## EVALUATION CRITERIA

**In an effort to clarify the previous listed project types and evaluative criteria please refer to the items noted below.**

**State Required Criteria-** the 2015 Act requires that, at a minimum, in considering applications for financial assistance, the Agency assess all material information included in connection with the application as necessary to afford a reasonable basis for the decision by the Agency to provide financial assistance and conduct a cost-benefit analysis that identifies the extent to which the project will create or retain permanent, private sector jobs, the estimated value of tax exemptions to be provided, the amount of private sector investment generated or likely to be generated by the project, the likelihood of accomplishing the proposed project in a timely fashion, the extent to which the proposed project will provide additional sources of revenue for municipalities and school districts and other public benefits that might occur as a result of the project.

**Project Type** – as listed above these project types are also included in our Uniform Tax Exemption Policy (UTEP) and are allowable projects to be considered by an IDA under provisions of Article 18-A of the General Municipal Law.

**Materials Terms (Suggested) – The Material Terms listed will be considered when reviewing and approving a project for IDA Incentives. These items will be determining factors as to whether a project has met its proposed goals and may require the IDA Board to consider “Claw-back” or repayment of incentives if not met. As per the WCIDA UTEP the Board has full discretion when determining the need and extent of any claw-back or repayment.**

**1. Create or Retain Jobs-** The IDA Board will review and note the number of jobs proposed to be created as indicated on the project application for incentives. As mandated by the ABO, the IDA will require each applicant who has been approved for IDA incentives to file an annual report, information collected from the annual report will indicate if the job creation numbers have been met to the expected level of at least 80% of proposed job creation per the original application. If Job numbers have not been met within 3 years of the project start the IDA Board will review the determining factors such as local and national economic hardships, industry specific indicators and any other evaluative tool to determine if the project is in default.

**2. Private Sector Investment** – The IDA Board will review and note the amount of private sector investment that is expected per the project application. Each project will be expected to reach 80% of the proposed private sector investment which is used in determining the estimated value of tax exemptions as well as the extent of new revenue provided to the local taxing jurisdictions. If the proposed private sector investment is not met the IDA Board will review the determining factors such as local and national economic hardships, industry specific indicators and any other evaluative tool to determine if the project is in default.

**3. Local Labor Construction** – The IDA will encourage local labor construction whenever feasible. **Local Labor shall be defined as within the 14 counties which make up both the WNY REDC and the Finger Lakes REDC.**

**4. Increased Property Value** - For the project type “Adaptive Reuse” the IDA Board will consider the extent of the increased property value to be realized if the proposed project is completed. If the expected increase in property value is not met the IDA Board will review the determining factors such as local and national economic hardships, industry specific indicators and any other evaluative tool to determine if the project is in default.

**5. Increased Revenue to Local Taxing Jurisdictions** - For the project type “Adaptive Reuse” the IDA Board will consider the extent of the increased revenue to local taxing jurisdictions to be realized if the proposed project is completed. If the increased revenue to local taxing jurisdiction is not met the IDA Board will review the determining factors such as local and national economic hardships, industry specific indicators and any other evaluative tool to determine if the project is in default.

**6. Regional Wealth Creation (% Sales/Customers Outside Area)** – When considering a Tourism Destination Project the IDA Board will consider the extent to which the project will attract sales/customers from outside of the area. If the projects annual reported numbers do not reflect 50% of the expected % sales/customers from outside the area the IDA Board will review the determining factors such as Local and national economic hardships, industry specific indicators and any other evaluative tool to determine if the project is in default.

**EVALUATIVE CRITERIA (Suggested)** – The Evaluative Criteria are “suggested”, and the IDA Board reserves the right to include each criterion or not on a case-by –case basis.