

**Customer Information**

Potential Customer:	Tompkins Insurance Agencies, Inc.	Opportunity Type:	Tax Incentive Lease
Proj. St. Address:	113-119 Main St	Opportunity Product:	Property & Sales Taxes Only
City/Town/Village:	Batavia//	Type of Project:	Attraction
Proj. Description:	2012-13 Call Center	New Jobs:	2
Total Capital Investment:	\$1,550,000.00	Retained Jobs:	10
Incentive Amount:	\$81,491.00	School District:	Batavia
Benefited Amount:	\$1,550,000.00	PILOT Applicable:	Increase in assessed value of land and/or other buildings (pre-project value of land and or buildings excluded)

**Project Information**

Organization:	GCEDC		
Opportunity Source:	Direct/Personal Contact	Date of Public Hearing:	1/1/00

**Opportunity Summary:** Proposed sales tax exemption and property tax abatement Tompkins Insurance / Bank of Castile is expanding in Batavia with the purchase of a building located at 113-119 Main Street in the City of Batavia. The company plan to renovate the second floor (10,000 sq. ft.) into a call center for their expanding operations. The additional space will allow the company to grow by expanding back office support operations, and add positions in Genesee County. With this acquisition this will be the fourth building housing bank staff on Main Street Batavia. Tompkins Insurance/ Bank of Castile plan to maintain the first floor of the building that currently houses the WBTA-1490 radio station and three retail stores. The planned capital investment will total approximately \$1.55 million and create two new jobs initially. The company has submitted an application to the GCEDC requesting assistance that includes sales tax exemption of \$53,600 and property tax abatement on the increase in assessed value of the call center equals \$27,891.

Notes: in March of 2013 a change in state law limited the ability of an IDA to provide financial assistance to projects where facilitates "that are primarily used in making retail sales to customers who personally visit such facilities" constitute more than one-third of the total project cost. Based on the information that the company has provided to us they have stated that 82% of the company's investment will go towards the call center and therefore they are not considered a "retail facility".

Historical Look: The Bank of Castile/ Tompkins Trust Company built a new 18,000 sq. ft. headquarters in the City of Batavia in 2004, investing over \$2.9 million. At the time of the project they pledged 63 jobs and as of 2012 they had 74 jobs.

Board Action Request: Approval of a final resolution for the attraction project includes a sales tax exemption and property tax abatement based on the incremental increase in assessed value.

**Economic Impact:** For every \$1 of public benefit, the company is investing \$10.2 into the local economy.

**Project Detail (Total Capital Investment)**

Building Cost:	\$600,000.00	Capital Improvements:	\$700000.00
Equipment:	\$250,000.00	Other Proj Investment:	0.0000
Land Cost:	\$0.00		
<b>Total Capital Investment:</b>	<b>\$1,550,000.00</b>		

**Estimated Benefits Provided**

Sales Tax Exempt:	\$53,600.00	Tax Exempt Bond:	\$0.00
Mortgage Tax Exempt:	\$0.00	Land Sale Subsidy:	\$0.00
Property Tax Exempt:	\$27,891.00		
<b>Total Estimated Tax Incentives Provided:</b>	<b>\$81,491.00</b>		