



**Pricing & Fees**  
Effective June 08, 2011

**Empire Zone/Excelsior:**

Offering / Activity	GCEDC Fees	Comments
<b>Empire Zone Activities and or Excelsior Program</b>	NONE	Consistent with guidance provided by the New York State Department of Economic Development Counsel's Office, GCEDC does not charge fees for services provided under the Empire Zones Program as the administrator of the Genesee County Empire Zone.

**Financial Assistance - Tax Savings:**

Offering / Activity	GCEDC Fees	Comments
<b>Sale Lease Back (SLB)</b> Including any / all of the following: 1. PILOT 2. Sales Tax Exemption	\$250 Non-Refundable Application Fee Direct Sales: 1% of Total Capital Investment <b>Sales Partners:</b> 1.25% of Total Capital Investment - 1% to GCEDC - .25% (20% commission) to sales partner upon receipt of payment from client (capped at \$10k) <b>Minimum fee of \$2,000</b>	Eligible to businesses with Capital Investments of \$50,000 or greater which are quality job enabling.
<b>Sales Tax Exemption Only</b>	\$250 Non-Refundable Application Fee Direct Sales: 1% of Total Capital Investment <b>Sales Partners:</b> 1.25% of Total Capital Investment - 1% to GCEDC - .25% (20% commission) to sales partner upon receipt of payment from client (capped at \$10k) <b>Minimum fee of \$1,000</b>	Eligible to businesses with Capital Investments of \$50,000 or greater which are quality job enabling.
<b>Mortgage Tax Exemption Only</b> Includes the following: 1. Mortgage Tax Exemption	\$250 Non-Refundable Application Fee .4% of amount financed <b>Minimum fee of \$1,000</b>	

Offering / Activity	Legal Fees	Comments
<b>Sale Lease Back (SLB)</b> Including one or more of the following: 1. PILOT 2. Sales Tax Exemption	Fee Range:  Total Capital Invest \$      Fee Range > \$2M      \$10K-\$12K \$1M - \$2M      \$8K \$.5M - \$1M      \$5K - \$6K \$.2M - \$.5M      \$3K - \$4K \$ < .2M      \$2K	Harris Beach serves as EDC counsel for these public finance transactions.  Varies based on Total Capital Investment level within range
<b>Sales Tax Exemption Only</b> Includes the following: 1. Sales Tax Exemption	Fee Range:  Total Capital Invest \$      Fee Range > \$1M      \$5K \$.2M - \$1M      \$2K - \$4K \$ < .2M      \$1.5K	Harris Beach serves as EDC counsel Lower fees due to less complexity in transaction / documentation Enables EDC to engage businesses / projects of virtually all sizes
<b>Sale Lease Back (SLB)</b> Includes the following: 2. Mortgage Tax Exemption	Fee Range:  <u>Refinance Amt.</u> <u>Fee Range</u> < \$.75M      \$1.5K >\$.75M      \$2K-\$3K	Harris Beach serves as EDC counsel



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**Financing:**

Offering / Activity	GCEDC Fees	Comments
<b>Bond: Taxable or Tax Exempt</b>  1. Financing transaction only 2. Financing included with SLB	\$250 Non-Refundable Application Fee 1. Financing Transaction Only: - Direct Sales: .5% - 1% of total financing - <b>Sales Partners:</b> .6% - 1.25% of total (capped at \$10k) 2. Financing included with SLB transaction: - Direct Sales: .5% of total financing - <b>Sales Partners:</b> .6% of total financing (capped at \$10k)	Range varies based on EDC involvement, term of bond (equip only vs. real property) and spread between taxable and tax exempt yield curves. The shorter the term and / or lower the spread between yield curves requires lower fees to remain competitive vs. commercial lending sources.
Offering / Activity	Legal Fees	Comments
<b>Bond: Taxable or Tax Exempt</b>	Determined by Legal Counsel based on complexity of project	Harris Beach serving as Bond Counsel for transaction. Range based upon rationale cited above.

Offering / Activity	GCEDC Fees	Comments
<b>Revolving Loan Fund (RLF)</b>	\$250 Non-Refundable Application Fee and 2% loan origination fee. Interest Income: Loan Interest Rate fixed @ 80% of NY Prime rate @ time of loan commitment.	
Offering / Activity	Legal Fees	Comments
<b>Revolving Loan Fund (RLF)</b>	\$400 - \$500 based on documentation complexity	Robert Humphrey Esq. From LeRoy serving as Revolving Loan Fund Counsel for these type transactions.
Offering / Activity	GCEDC Fees	Comments
<b>Grants: CDBG et. al.</b>	\$250 Non-Refundable Application Fee + Allowable Program Administration and Delivery Fees. A grant fee - 4% of total grant amount.	Generally established and parameters set by Grantor. Negotiations, based on EDC involvement, occurs on occasion.
Offering / Activity	Legal Fees	Comments
<b>Grants: CDBG et. al.</b>	Varies based on documentation complexity	Robert Humphrey Esq. From LeRoy serving as Revolving Loan Fund Counsel for these type transactions.

**Consulting:**

Offering / Activity	Consulting Fees	Comments
<b>Consulting Services:</b> Financial and Business assessments provided by GCEDC staff.	To be determined	
Real Estate Transaction/Assistance	A consulting fee – up to 4% of total amount	