

Broome County IDA Project Matrix Criteria, Material Terms & Evaluative Criteria

| State Required Criteria | Project Type | Material Terms | Evaluative Criteria |
|---|---|--|--|
| <ol style="list-style-type: none"> 1. Extent to which a project will create or retain permanent jobs 2. Estimated value of tax exemptions 3. Amount of private sector investment 4. Likelihood of project being accomplished in a timely fashion 5. Extent of new revenue provided to local taxing jurisdictions 6. Any other misc. public benefits | <p><u>Manufacturing, Warehouse, Distribution</u></p> | <ol style="list-style-type: none"> 1. Create or Retain Jobs 2. Private Sector Investment 3. Wage Rates above Median Wage for Area | <ol style="list-style-type: none"> 1. Wage Rates (above Median Wage for Area) 2. Regional Wealth Creation (% Sales/Customers Outside Area) 3. Research and Development Activities 4. Locational Land Use Factors, Brownfields or Locally Designated Development Areas 5. Retention/Flight Risk |
| | <p><u>Agricultural, Food Processing</u></p> | <ol style="list-style-type: none"> 1. Create or Retain Jobs 2. Private Sector Investment 3. Wage Rates above Median Wage for Area | <ol style="list-style-type: none"> 1. Wage Rates (above Median Wage for Area) 2. Regional Wealth Creation (% Sales/Customers Outside Area) 3. In Region Purchases (% of overall Purchases, from Local Growers) 4. Research and Development Activities 5. Locational Land Use Factors, Proximity to Local Ag. Production 6. Retention/Flight Risk |

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| | <u>Tourism</u> | <ol style="list-style-type: none"> 1. Private Sector Investment 2. Create or Retain Jobs (if applicable) 3. Regional Wealth Creation (% Sales/Customers Outside Area) | <ol style="list-style-type: none"> 1. Market Study (Document Demand and Impact on Existing Operators) 2. Regional Wealth Creation 3. Proximity/Support of Regional Tourism Attractions/Facilities 4. Local Official(s), Convention Visitors Bureau Support 5. Generation of Local Revenues (i.e. Hotel Bed Taxes) |

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| | <u>Back Office, Data, Call Centers</u> | <ol style="list-style-type: none"> 1. Private Sector Investment 2. Create or Retain Jobs (if applicable) 3. Wage Rates above Median Wage for Area | <ol style="list-style-type: none"> 1. Wage Rates (above Median Wage for Area) 2. Regional Wealth Creation (% Sales/Customers Outside Area) 3. Retention/Flight Risk |

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| <ol style="list-style-type: none"> 1. Extent to which a project will create or retain permanent jobs 2. Estimated value of tax exemptions 3. Amount of private sector investment 4. Likelihood of project being accomplished in a timely fashion 5. Extent of new revenue provided to local taxing jurisdictions 6. Any other misc. public benefits | <u>Energy Production</u> | <ol style="list-style-type: none"> 1. Private Sector Investment 2. Create or Retain Jobs (if applicable) 3. Wage Rates above Median Wage for Area | <ol style="list-style-type: none"> 1. Wage Rates (above Median Wage for Area) 2. Advances State Renewable Energy Production/Transmission Goals |
| | <u>Housing</u> | <ol style="list-style-type: none"> 1. Private Sector Investment 2. Create or Retain Jobs (if applicable) | <ol style="list-style-type: none"> 1. Market Study (Document Need and Impact on Existing Facilities) 2. Highly Distressed Census Tract 3. Alignment with Local Planning and Development Efforts 4. Urban, Town/Village Center Location 5. Local Official(s) Support 6. Is There a Financial Gap |