

Tompkins County
Development Corporation
Not-for-Profit Application for Incentives

Applicant Information

Date: June 14, 2011

Name of Company/Applicant: Franziska Racker Centers, Inc	
Address: 3226 Wilkins Road	
City/State/ZIP: Ithaca, NY 14850	
Primary Contact: Daniel R Brown	
Phone: 607.272.5891x221	Fax: 607.272.0188
Email: danb@rackercenters.org	

Applicant Attorney: Miller Mayer	
Address: The Commons	
City/State/ZIP: Ithaca, NY 14850	
Primary Contact: Elena Flash	
Phone: 607.273.4200	Fax: 607.272.6694
Email: esf@millermayer.com	

Applicant Accountant: Sciarabba Walker	
Address: 200 E. Buffalo Street, Suite 402	
City/State/ZIP: Ithaca, NY 14850	
Primary Contact: Dave Stinson	
Phone: 607.272.5550	Fax: 607.273.6357
Email: dms@sciarabbawalker.com	

Applicant Engineer/Architect (if known): HOLT Architect	
Address: 217 N Aurora Street	
City/State/ZIP: Ithaca, NY 14850	
Primary Contact: Miles Cigolle	
Phone: 607.273.7600	Fax: 607.273.0475
Email: mc@holt.com	

Applicant Contractor (if known): LeChase Construction	
Address: 609 Erie Blvd	
City/State/ZIP: Syracuse, NY 13204	
Primary Contact: Marc Macro	
Phone: 315.423.0015	Fax: 315.480.1355
Email: mmacro@northeastconstruction.net	

Business History

Year Company was Founded: ___ 1948 ___ Type of ownership: Corporation
 NAICS Code: _____

Product or Service: Non-Profit helping individuals with disabilities
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Major Customers: NYS Office of People with Developmental Disabilities (OPWDD)
<i>The IDA avoids offering incentives to businesses that will compete with or displace existing Tompkins County businesses.</i>

Major Suppliers: None

Who are your major competitors in Tompkins County? None _____

Has your business ever received incentives tied to job creation from local governments in New York State?
 ___ Yes X No

If Yes, please describe _____

Were the goals met? ___ Yes ___ No

If No, why were goals not met? _____

Project Description

Please give a brief narrative description of the project.

We have three main goals for the building project:

1. The first goal is to modernize our 50 year old pre-school building. It has served us well but it needs to be brought into the 21st century, 23,000 square feet.
2. The second goal was to help us add space (8,900 square feet) and reorganize our existing space so that we can better serve individuals and their families.
3. The third goal is to create two large spaces that will help us continue the development of the learning center.

Location: 3226 Wilkins Road, Ithaca, NY 14850

Property size (acres) – both existing and proposed: existing 37 acres

Building size (square feet) – both existing and proposed: Existing 33,000 sq ft, proposed 8,900 sq ft

Proposed project start and completion dates: Late June 2011 to June 30, 2012

What types of green building practices do you plan to use, if any? New HVAC system that will save us 40% in energy costs.

Do you certify that the project will not result in the relocation of all or part of any business or jobs from within New York State to Tompkins County? Yes No

Will this project result in a regular increase in overnight visitors to your facility (e.g. for training purposes)?

Yes No

If Yes, number of visitors per year _____ average duration of stay _____ 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.)

Tompkins County Community Action – they rent a classroom and two offices – approximately 2% of the total space

Project Costs

	<u>Amount</u>
Value of land to be acquired (if any):	_ NA _____
Value of building to be acquired (if any):	_ NA _____
Cost of New Construction & Improvements:	_ \$5.1 million _____
Value of improvements to existing building:	_ see previous question _____
Value of equipment to be acquired:	_ 0.2 million _____
Other:	_____
TOTAL	\$5.3 million

Financing

Without Bonds

With Bonds

We have \$2.8 million in cash that will be used to fund a portion of the project. Our plan is to borrow \$2.5 million in tax-exempt bonds. Ideally: \$1.0 million to be issued around 10-01-2011, \$1.0 million to be issued around 01-01-2012 and \$0.5 million to be issued around 04-01-2012.

First year debt service	\$ _____ \$253,000 _____	\$ _____ \$207,000 _____
Total debt service	\$ _____ \$3.7 million _____	\$ _____ \$3.1 million _____

Amount of anticipated financing from a lending institution \$2.5 million in tax exempt bonds.
(Please note: The applicant must inform the TCDC at the time of issuance of commitment letter if the financing will exceed the amount stated here.)

Need for Incentives

If the applicant is requesting incentives that are greater than the Development Corporation Standard Policies, please include a detailed justification for this provision.

We are a non-profit and with a lower interest rate we can use more of our money to provide services.

Employment Information (please note that during the course of the abatement you will be required to provide employment information annually.)

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

Health Insurance
403b
Life Insurance
Dental Insurance
Flexible Spending Account
Long Term Disability
Enhanced Short Term Disability
NYS Short Term Disability
Workers Compensation
NYS Unemployment
Employee Assistance Program
Planned Leave
Sick Leave
Bereavement Leave
Jury Duty Pay
Tuition Assistance Program

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

We provide an extensive array of trainings to employees. We offer about 100 different trainings including a 5 part leadership development series.

We consistently promote from within. Many employees have started in entry level positions and are now managers and/or supervisors.

What percentage of your current positions do women occupy? 81%

What percentage of your current positions do minorities occupy? 5%

What percentage of your current workforce and management are: in Tompkins County? 48%

In New York State? 99%

Out of state? 1%

Are you willing to pay a livable wage as defined by the Alternatives Federal Credit Union (AFCU) of Ithaca, NY (see attached) to all employees for the duration of the abatements?

Yes No

* If you consider the amount of benefits paid the employer than we do exceed the AFCU livable wage

Do you have a strategy for ensuring diversity in hiring? Yes No

If yes, please describe.

1. We have a policy of inclusion/non-discrimination in hiring: The Centers affirmatively welcomes all people to participate in all aspects of organizational activities: as staff members, as volunteers, as service recipients, as partners, as friends. Our Vision calls us to work within our community to celebrate diversity and promote human interdependence. The Centers does not discriminate against any applicant or staff member because of race, color, religion, disability, gender, age, sexual orientation, marital status, national origin, height, weight, veteran status, conviction record or any other arbitrary standard. This non-discrimination policy applies to, but is not limited to, recruitment or recruitment advertising, employment, rates of pay or other forms of compensation, selection for training, promotion, demotion or transfer, layoff and termination. It is the responsibility of every staff member of the Centers to ensure that the work environment is free from discrimination. If a staff member experiences or witness discrimination, he/she should report it to his/her direct supervisor and/or Human Resources Representative. Staff members who make complaints of harassment or provide information related to such complaints will be protected against retaliation.
2. Our Director of recruiting is a member of the Diversity Consortium of Tompkins County (DCTC). The mission of the DCTC is to serve as a catalyst to promote the benefits of diversity and inclusion through educating, enhancing awareness of, providing a supportive network for, and sharing best practices with all affiliates of the DCTC. To this end, the affiliates of the DCTC shall strive to: promote workplace diversity and inclusion by recruiting, hiring, promoting, retaining, and providing educational and growth opportunities for all; provide high-quality, dynamic, and responsive programs and services in diversity and inclusion issues to the community; be a community resource on diversity and inclusion topics; facilitate the development of and guide organizations in adopting diversity and inclusion practices; establish and promote standards for diversity and inclusion; and facilitate diverse workforce employment, recruitment, and retention opportunities for area employers and employees.
3. We pro-actively include minorities in our recruiting ads by having our print ads include pictures of minorities.

Please provide your Employment Plan

Permanent Occupations in Company	Current Permanent Full-Time Jobs by Occupation		Projection of New Permanent Full-Time Jobs			
	Annual Salary Ranges/ Hourly Wage	Number of Employees	Added in Year 1	Added in Year 2	Added in Year 3	Total New Jobs
Admin:	\$26.98	53.7	0	1	0	1
Clinical:	\$24.66	92.1	0	0	0	0
Direct Care:	\$12.23	236.6	12	12	12	36
Education:	\$13.38	97.7	0	0	0	0
Facility:	\$14.57	9.3	0	0	0	0
Total:	\$16.46	489.4	12	13	12	37

Estimated percentage of new hires who are currently not employed: 25%

Construction Labor

Will you use contractors who:

Have a certified apprenticeship program Yes No * Some sub-contractors do and some don't
 Pay a prevailing wage Yes No
 Use local labor Yes No

Environmental Review

Environmental Assessment Form – short or long

Submitted to: Marsha Georgia

Agency name: Town of Ulysses

Agency address: 10 Elm Street, Trumansburg, NY 14886

Date of submission: 12-14-2010 Status of submission: Approved

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

Permits

Describe other permits required and status of approval process.

Special Construction Permit from Town of Ulysses – was approved in December 2010

Other

Do you have any thing else you would like to tell Development Corporation regarding this project?

No

CERTIFICATION

Daniel R Brown deposes that he is the Associate Executive Director of Franziska Racker Centers, Inc. (FRC), named in the attached application; that FRC has read the foregoing application and knows the contents 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 FRC 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.

Signature of chief officer of company submitting application

NOTARY

Sworn to before me this

_____ day of _____, 20_____
