

**Steuben County Industrial Development Agency**  
**Project Evaluative Criteria**

The Steuben County IDA will conduct a written cost benefit analysis and evaluate each project being considered for benefits using the criteria listed below:

- **Extent to Which a project will create or retain permanent jobs**
- **Estimated Value of Tax Exemptions to be provided**
- **Amount of private sector investment**
- **Likelihood of project being accomplished in a timely fashion**
- **The extent of new revenue provided to local taxing jurisdictions**
- **Any other misc. public benefits that might occur**

**Material Terms**

In addition, the Steuben County IDA will, at the time of project review, take into consideration material terms which will be used to determine if a project applicant has met the obligations required for the approval of incentives set by the board. These terms will be utilized by the board in setting and monitoring project benchmarks during the term of the incentives for the purposes of administering the IDA's Policy for termination of benefits.

It is understood that the review will vary depending on project type and project specifics. The IDA has adopted specific "Evaluative Criteria" to be considered when reviewing each project type.

These criteria are adopted to provide board guidance when reviewing project applications. The board reserves the right to use additional measures and to gather additional information or data relating to evaluative criteria specific to individual projects.

**See Attached Table for Suggested Project Types, Material Terms and Evaluative Criteria:**

Approved and adopted this 24th day February, 2022.

## Steuben County IDA Project Matrix

### Criteria, Material Terms & Evaluative Criteria

State Required Criteria	Project Type	Material Terms	Evaluative Criteria
<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> <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>Manufacturing,</u></b> <b><u>Warehouse,</u></b> <b><u>Distribution</u></b></p>	<ol style="list-style-type: none"> <li>1. Create or Retain Jobs</li> <li>2. Private Sector Investment</li> <li>3. Wage Rates above Median Wage for Area</li> </ol>	<ol style="list-style-type: none"> <li>1. Wage Rates (above Median Wage for Area)</li> <li>2. Regional Wealth Creation (% Sales/Customers Outside Area)</li> <li>3. Research and Development Activities</li> <li>4. Locational Land Use Factors, Brownfields or Locally Designated Development Areas</li> <li>5. Retention/Flight Risk</li> </ol>
	<p><b><u>Agricultural,</u></b> <b><u>Food</u></b> <b><u>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. Wage Rates above Median Wage for Area</li> </ol>	<ol style="list-style-type: none"> <li>1. Wage Rates (above Median Wage for Area)</li> <li>2. Regional Wealth Creation (% Sales/Customers Outside Area)</li> <li>3. In Region Purchases (% of overall Purchases, from Local Growers)</li> <li>4. Research and Development Activities</li> <li>5. Locational Land Use Factors, Proximity to Local Ag. Production</li> <li>6. Retention/Flight Risk</li> </ol>

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<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> <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>Adaptive Reuse, Community Development</u></b></p>	<ol style="list-style-type: none"> <li>1. Private Sector Investment</li> <li>2. Retain or Create Jobs (if applicable)</li> <li>3. Increased Property Value</li> <li>4. Increased Revenue to Local Taxing Jurisdictions</li> </ol>	<ol style="list-style-type: none"> <li>1. Distressed Census Tracts</li> <li>2. Age of Structure</li> <li>3. Elimination of Slum and Blight</li> <li>4. Building or Facility Vacancy</li> <li>5. Redevelopment Supports Local Community Development Plan</li> <li>6. Environmental or Safety Issues</li> <li>7. Building or site has Historic designation</li> <li>8. Project/Developer's Return on Investment</li> <li>9. Impediments to Conventionally Finance Project</li> </ol>
	<p><b><u>Tourism</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. 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), Convention Visitors Bureau Support</li> <li>5. Generation of Local Revenues (i.e. Hotel Bed Taxes)</li> </ol>

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### Criteria, Material Terms & Evaluative Criteria

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<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> <li>3.</li> <li>4. Amount of private sector investment</li> <li>5. Likelihood of project being accomplished in a timely fashion</li> <li>6. Extent of new revenue provided to local taxing jurisdictions</li> <li>7. Any other misc. public benefits</li> </ol>	<p><b><u>Retail</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. Regional Wealth Creation (% Sales/Customers Outside Area)</li> </ol>	<ol style="list-style-type: none"> <li>1. Market Study/Goods or Services Not Readily Available, Impact on Existing Businesses (Municipal CEO approval)</li> <li>2. Regional Wealth Creation</li> <li>3. Highly Distressed Census Tracts</li> <li>4. Urban or Town Center Location</li> <li>5. Elimination of Slum and Blight</li> <li>6. Alignment with Local Planning and Development Efforts</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. Wage Rates above Median Wage for Area</li> </ol>	<ol style="list-style-type: none"> <li>1. Wage Rates (above Median Wage for Area)</li> <li>2. Regional Wealth Creation (% Sales/Customers Outside Area)</li> <li>3. Retention/Flight Risk</li> </ol>

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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>	<u><b>Energy Production</b></u>	<ol style="list-style-type: none"> <li>1. Private Sector Investment</li> <li>2. Create or Retain Jobs (if applicable)</li> <li>3. Wage Rates above Median Wage for Area</li> </ol>	<ol style="list-style-type: none"> <li>1. Wage Rates (above Median Wage for Area)</li> <li>2. Advances State Renewable Energy Production/Transmission Goals</li> </ol>
	<u><b>Housing</b></u>	<ol style="list-style-type: none"> <li>1. Private Sector Investment</li> <li>2. Create or Retain Jobs (if applicable)</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. Is There a Financial Gap</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>			