

NYS Consolidated Funding Application
Legal Name of Applicant: Village of Webster
Project Name: Webster Economic Access Project
Application Number 92246
Registration Email: matt.chatfield@WebsterEDA.org
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Region

Finger Lakes

Questionnaire Questions & Answers

Threshold

Empire State Development Grant Funds

Q_3115 Does the proposed project budget only include capital expenditures? By selecting yes, you are confirming that project funding will only be used for one or more of the following categories:

- Acquisition of land, building, machinery and/or equipment
- Acquisition of existing business and/or assets;
- Demolition and environmental remediation;
- New construction, renovation or leasehold improvements;
- Acquisition of furniture and fixtures;
- Soft costs up to twenty-five percent (25%) of total project costs; and
- Planning and feasibility studies related to a specific capital project

Yes

Q_3116 Have any of the expenses for this project (or, in the case of a multi-phase project, the phase of the project for which funds are being requested) been incurred or are expected to be incurred prior to an award of funding?

No

Q_3118 Does the proposed project budget include a 10% cash equity contribution from the Applicant?

Yes

Q_6702 Will the funds be used by the recipient (applicant) to create a program to disburse funds to sub-recipients?

No

Location

Q_3527 US Congressional District where the project is located. (This questions value will be filled automatically, based on the project address, when the application is finalized.)

25

Q_928 Project Street Address: Please input the project street address (**Street Number and Street Name only**).

If the project has multiple locations, please input the primary street address of the project. If the project does not have a definite street address, please input the approximate street address of the project (Street Number and Street Name only).

800 Phillips Road

Q_565 Project City

Webster

Q_972 Project county or counties.

Monroe

Q_568 Project State

NY

Q_572 Project Latitude (This questions value will be filled automatically, based on the project address, when the application is finalized.)

43.22319573100003

Q_573 Project Longitude (This questions value will be filled automatically, based on the project address, when the application is finalized.)

-77.41645656199995

Q_184 NYS Assembly District where the project is located. (This questions value will be filled automatically, based on the project address, when the application is finalized.)

135

Q_190 NY Senate District where the project is located. (This questions value will be filled automatically, based on the project address, when the application is finalized.)

54

Q_1034 Project ZIP Code. (please use ZIP+4 if known)

14580

Q_616 For more than one project location, please provide full address(es) for each location. If Not Applicable, indicate "NA".

NA

Basic

General Project Information

Q_550 If you are a DBA, what is your DBA name?

No Answer

Q_549 Type of Applicant (select all that apply)

Village

Q_556 Select an applicant ID type from the list below that you normally use to identify your organization on application forms.

Duns Number

Q_2655 Based on your selection from the previous question, enter your applicant ID number. (Please do not provide your social security number).

960554269

Q_969 If you are a business, have you been certified as a New York State Minority or Women-owned Business Enterprise (MWBE)?

N/A

Applicant

	Answer
Legal Name	Village of Webster
Applicant First Name	Darrell
Applicant Last Name	Byerts
Street Address	28 West Main Street
City	Webster

State	NY
Zip Code (use ZIP+4 if known)	14580
Telephone Number (include area code)	5852653700
Email Address	dbyerts@villageofwebster.com

Contacts

	Primary Contact	Contact Authorized to Execute Contract if Awarded	Additional Contact
Salutation	Mr.	Mr.	Mr.
First Name	Matt	Darrell	Jake
Last Name	Chatfield	Byerts	Swingly
Title	Executive Director	Mayor	Highway Superintendent
Organization	Webster Economic Development Alliance	Village of Webster	Village of Webster
Street Address	28 West Main Street	28 West Main Street	28 West Main Street
City	Webster	Webster	Webster
State	NY	NY	NY
ZIP Code	14580	14580	14580

Telephone Number	5853150216	5852653700	5852653700
Email Address	matt.chatfield@WebsterEDA.org	dbyerts@villageofwebster.com	jswingly@villageofwebster.com

Q_4199 Please select the primary sector or characterization that best defines this project.

Industrial/Manufacturing

Q_4198 Please select the secondary sector or characterization that best defines this project.

Infrastructure

Project Description

Q_575 Project Description. Concisely describe the project, indicating the location, what will be planned, designed, acquired, and/or constructed, the issues/opportunities to be addressed, and expected outcomes and deliverables. Additional details will be collected later in the application process.

The Village of Webster, NY is seeking Empire State Development assistance to rehabilitate portions of an existing, disinvested industrial roadway network currently under private ownership by Xerox Corporation. With over 5.7MSF of buildings, the 1.4 sqmi Xerox Webster Campus is the second largest singular industrial facility in the Finger Lakes Region. To facilitate investment and private sector job creation, the Village desires to take dedication of 8.5 lane-miles of the roadway network, including three primary east-west corridors. The transfer to the public domain will maintain access for internal campus buildings, maintain mobility across the community, and will help facilitate redevelopment and reuse of underutilized campus assets. The Village of Webster and Xerox both believe that the establishment of a public roadway network through the campus is a key component of a larger revitalization strategy that will make the site an attractive location for investment and job creation within the community's 1,400-acre, 7.1MSF North East Area for Technology industrial zone, that is also within a designated Federal Opportunity Zone.

Q_976 Statement of Need

Xerox has struggled to sell many of the now vacant structures due in part to a lack of frontage on a public road and the complexities of establishing private, reciprocal access easements. Public dedication of these important east-west roads will ensure that all future portions of the industrial facility have well-maintained access. Extensive rehabilitation/reconstruction of the proposed 8.5 lane-miles of roadway is required to ensure the long-term success of the employment zone. Improvements to multi-modal access and safety are also required to make the area more attractive for private investment and job creation. The scale of the undertaking is beyond the budgetary capacity of the Village of Webster without funding assistance from State and/or Federal government.

Q_2366 How does your project align with the Regional Economic Development Council's Strategic Plan/Upstate Revitalization Initiative Plan? (strategic plans are located at <https://regionalcouncils.ny.gov/>)

The revitalization and adaptive reuse of the 5.7MSF industrial facility in Webster directly supports the expansion of the three economic pillars identified by the FLREDC. Historically one of the largest OPI R&D/manufacturing complexes in the region, this site remains a significant OPI asset. It also affords significant opportunities for adaptive reuse of both buildings and land in controlled environment agriculture, especially considering the location of abundant water, power and gas availability in the immediate area. Although not currently identified as a regional hub by the FLREDC, the Xerox complex currently exists with a full complement of transportation and utility infrastructure to become a major generator of jobs in NGMT.

Q_930 Explain what makes your project a regional economic priority - for example creates jobs, economic

investment, sustainability and community revitalization, government efficiency or consolidation etc.

The reactivation of 3MSF+ of existing structures could support the immediate creation of 100s of jobs in Webster within walking distance of the Village Core. Over 200 ac of vacant industrial land are also available within the federal Opportunity Zone. New investment in these areas will support community revitalization through the creation of indirect and induced jobs in the local economy. Revitalization/reuse of this industrial zone leverages in-place infrastructure and assets, making the region competitive for fast-paced, national site selection projects. This is also a sustainable economic development strategy that redevelops an existing brownfield and reduces the need for expansion onto greenfield sites. The Project's multimodal improvements will increase safe transportation choices for residents/employees that walk or bicycle.

Q_9527 Does your project advance downtown revitalization and strategic community investment?

Yes

Q_9528 If Yes, please detail how it will advance downtown revitalization and strategic community investment.

The rehabilitation and public dedication of these industrial roadways is a direct attempt to facilitate private investment and job creation in Webster. The industrial campus is the primary employment generator in the community. Much of the campus is in walking distance to downtown personal and professional services, including banking, insurance, legal, daycare and specialty retail. In addition, downtown is the dynamic hub of Webster's arts, culture and entertainment activities, including festivals, concerts, parades, outdoor movies and theatre. A diverse collection of restaurants, eateries, bars and pubs also make downtown a destination for nightlife in Webster, while also supporting daytime employee and resident populations.

Q_9529 Does your project improve access to child care?

No

Q_9530 If Yes, please detail how it will improve access to child care.

No Answer

Q_9531 Does your project incorporate environmental justice practices?

No

Q_9532 If Yes, please detail how it will incorporate environmental justice practices.

No Answer

Q_3762 Does your project directly address the needs of people in your region who are living in poverty and who seek resources for inclusion in the economic life of New York State?

Yes

Q_3763 How does your project seek to apply CFA funds for the purpose of eliminating barriers to skilled employment by poor people in your region, as identified by the Opportunity Agenda? Please describe any efforts to collaborate at the local or regional level (i.e. public, private, labor, philanthropic sectors).

The use of CFA funds for the rehabilitation of roadways will directly create engineering and construction jobs and

indirectly support the creation of additional jobs at all levels in manufacturing, administrative, management, construction, transportation and production. This project will also improve multimodal infrastructure that will directly connect low-income populations living in the Village of Webster with the single largest potential employment generator in the community.

Q_3764 How does your project build workforce development programs, improve physical infrastructure, and/or establish social services that connect people living in poverty in your region with skilled employment, in correspondence with the economic revitalization priorities, distressed community targets, and the industry growth areas identified in the Opportunity Agenda and Strategic Plan?

This project will improve multimodal infrastructure that will directly connect low-income populations living in the Village of Webster with a large employment generator in the OPI and NGMT clusters. Improvements to pedestrian and bicycle facilities will improve accessibility to/from the Phillips Road corridor, and the Phillips Village subsidized housing complex 1.1 miles to the south. The Campus is centered within a recognized federal Opportunity Zone; the Village portion of the OZ has a poverty rate of 20.5% per the most recent 5-year Census estimates.

Q_4200 Does your project provide opportunities for Veterans' to participate in the workforce, or improve services to the Veterans' and military families in New York?

No

Q_4201 If Yes, please explain how your project impacts the Veterans' and military families in New York.

No Answer

Q_929 Current State of Project Development (i.e. planning, preliminary engineering, final design, etc. You may enter N/A for non-project related applications)

planning/preliminary engineering

Q_975 Estimated Project Timeline: including project start/completion dates, estimates for design, permitting and construction or other major steps. (You may enter N/A for non-Project related applications)

< Anticipated ESD Award Notice: December 2019>
< Anticipated ESD Contract Execution: May 2020>
< Planning, Public Outreach: December 2019 - September 2020>
< Federal Funding Application: July 2020-December 2020>
< ROW Survey, Mapping & Acquisition: May 2020 - December 2020>
< FHWA Roadway Classification Request: July 2020-July 2021>
< Design Development & Environmental: June 2020-December 2020>
< Final Engineering, Estimates & Bidding: January 2021-May 2021>
< Construction: July 2021-November 2021>
< Project Closeout: January 2022>

Q_580 Provide a list of all federal, state, and local reviews, approvals, or permits needed or completed, including the dates when they are expected to be completed or were completed. If Not Applicable, indicate "NA".

NYS SEQRA review - anticipated Type 2 project; US NEPA - Categorical Exclusion anticipated;

Q_2364 What is the status of State and/or Federal Environmental Review? If review of the project is underway or completed pursuant to the State Environmental Quality Review Act (SEQRA) or National Environmental Policy Act (NEPA), please indicate the lead agency (if applicable).

SEQR/NEPA review has not commenced; V/o Webster anticipated Lead Agency.

Q_1054 If National Environmental Policy Act (NEPA) Record of Decision has been issued, please explain (include date of Record of Decision).

No Answer

Prior CFA Funding

Q_2362 If funding was awarded in prior CFA rounds, what were the CFA numbers for which funding was awarded? (separate multiple CFA numbers with commas)

No Answer

Q_4160 For each program to which you are applying under the CFA, explain your strategy for proceeding if the full amount of requested funding, required matching funds, and temporary financing are not secured as expected, or committed sources become unavailable. This explanation must address any proposed project phases, and both CFA and non-CFA sources of funds.

The Webster Economic Access Project anticipates funding from state, federal and private resources. After completion of preliminary design and ROW acquisition, Federal Transportation Administration resources will be sought in 2020 under the BUILD program. BUILD funding applications are anticipated in July 2020, with funding announcements anticipated for December 2020. The Project anticipates federal funding to account for 75% of the Total Project Cost. Private funds from Xerox and/or a future campus owner are anticipated to account for 5% of total Project Cost; Village is currently negotiating this funding support. NYS Funds are anticipated to account for 20% of the project cost. In the event that NYS funding is less than requested, project activities will be adjusted to meet available budgets and maintain NYS funding levels at/below 20% of the total project cost.

Minimum project activities include:
>engineering/design/ROW acquisition;
>pavement rehabilitation;
>multimodal improvements;

Standard Question

Empire State Development Grant Funds

General Project Questions -

In the beginning of the Application, you were asked to describe your overall project, which may include multiple phases, such as in the case of a major infrastructure project or redevelopment of a specific geographic area. Please note that this section of the Application is specific to the phase of the project for which ESD grant funds are being requested through this CFA, NOT the overall project.

Q_2164 Please concisely describe the proposed project, indicating the location, what will be planned, designed and/or constructed, the issues/opportunities to be addressed and expected outcomes and deliverables.

The V/o Webster is seeking NYS assistance to support the rehabilitation of 8.5 lane-miles of existing industrial roads currently under private ownership by Xerox Corporation. Xerox and the Village are negotiating to bring four roads into the public domain: Orchard Street, Mitcheldean Drive, San Jose Drive, and Panama Road. The parties have executed an MOU to this effect. NYS funding is sought to support immediate and long-term investments to extend the life of the roads through planning, design, engineering and rehabilitation. Initial phase includes crack-sealing and micropaving of the roads to prevent further deterioration during the design/engineering and funding acquisition process. The rehabilitation of the roads will create a modern, functional and high-quality experience for those traveling to and through the industrial campus. Improvements will include new gateway features at intersections with Phillips Road, curbed medians, gutters, sidewalks, street trees and lighting, and a network of bicycle/pedestrian paths to facilitate safe bike/ped travel. Anticipated benefits include improved efficiency to subdivide the campus to attract new investment and a more enjoyable campus experience for employees, making it easier to lure private sector job creators.

Q_7541 Generally, applicants should not apply for, nor will be considered for, more than twenty percent (20%) of the financing for any particular project based on the eligible total project cost. Typically, awards will be less than 20% of the eligible total project cost. See CFA Resources Available Document for more information: <https://regionalcouncils.ny.gov/>.

Does the proposed budget reflect that ESD grants generally fund no more than 20% of the eligible total project costs?

Yes

Q_3175 Should the full amount of the Applicant's ESD funding request not be awarded, at what minimum level of ESD funding does the project become unfeasible?

The physical conditions of the roadway network require immediate attention to prevent further deterioration and costly future reconstruction. A 2017 Engineering study indicates the roadways in Fair to Poor condition with a PASER rating of 4/10. The roadway network requires \$250,000 in crack-sealing, micropaving and spot reconstruction to halt deterioration during planning and design and prepare for rehabilitation efforts. This effort will also make the roads safe for dedication to the public domain and to be maintained by Village forces.

Planning, design and engineering costs for the overall rehabilitation project are anticipated to be \$750,000. Without NYS funds of at least \$1m to cover immediate stabilization and engineering for rehabilitation the project becomes unfeasible as the Village would lack sufficient non-federal funding to bolster its application for federal assistance.

Q_7542 Please provide a 2-4 sentence press release ready description of the proposed project. This description may appear in the REDC Awards Booklet if the project is funded. Please be clear and concise.

The V/o Webster is seeking NYS assistance to support the rehabilitation of 8.5 lane-miles of existing industrial roads currently under private ownership by Xerox Corporation. The rehabilitation of the roads will create a modern, functional and high-quality experience for those traveling to and through the industrial campus. Improvements will include new gateway features along Phillips Road, curbed medians, gutters, sidewalks, street trees, lighting, and a bicycle/pedestrian network.

Q_5590 Please provide a concise narrative describing the applicant's history and current operations. Include information about company/organization size, products, services, market share, position within the industry, competitors and the year in which the company was formed, etc.

The Village of Webster is the Applicant; the Village was formed in 1905. Xerox Corporation began development of its Joseph C. Wilson Campus in Webster, NY in the late 1950s. By the late 1990s the then 1,000-acre campus employed over 17,000 within approximately 6 million square feet of space interconnected by over 11 lane-miles of private roadway. Since 2000, the company has shifted away from manufacturing its own products and has largely focused on in-house digital technologies. This has resulted in significant layoffs, building closures and land divestments; today the campus employs fewer than 3,000 sporadically occupying less than 60 percent of the Campus.

Q_2336 Briefly describe the activity that the project involves in terms of product(s) or services(s) that will be provided at the project location.

The project area is zoned for manufacturing/industrial uses. Anticipated products and services to result from the area's redevelopment include those related to the optics, photonics and imaging industry cluster, as well as advanced manufacturing, fabrication, machining, and similar services. Professional office uses, business-process support, administration and engineering/design/programming services are also anticipated.

Q_1142 Indicate the Primary North American Industrial Classification System (NAICS) Code associated with the activity of the business at the project location.

3333, 3327, 3114, 5415,

Q_2219 Describe how the capital investment for which you are seeking funding will make it possible to reach your business or organizational goals, such as changes to profitability, productivity, market share, product offerings, or other results relevant to your goals.

In 2015, the Town/Village of Webster, in partnership with the Webster Economic Development Alliance, conducted significant public outreach towards the creation of a holistic Community Investment Strategy. Primary goals identified in the strategy included Downtown Revitalization and Industrial Development. Due to its immediate proximity, job creation and investment in the industrial areas has a direct impact on the success of the adjacent Village downtown area. As noted in the attached Memorandum of Understanding, the Town, Village and Xerox Corp all agree that the establishment of a public roadway network through the campus will help facilitate economic growth and job creation in the community. An industrial park with a public roadway system provides an investment environment with known costs to the buyer/job creator; road maintenance/repair is funded through property taxes. Whereas, a similar campus with a private roadway network will require maintenance funded by Common Area Maintenance charges, creating a level of long-term financial uncertainty for buyers/investors. Further, the shifting of roadway infrastructure maintenance responsibilities from the private sector to the public sector will free up private-sector financial resources to be deployed to the renovation/reactivation of buildings, business/capital investment, and job creation.

Q_3134 Is a third party being used to complete this application such as consultant, accountant or attorney?

Yes

Q_3136 If you are a third party completing this application you must disclose your name, company and contact information.

Matthew Chatfield, Webster Economic Development Alliance, matt.chatfield@WebsterEDA.org

Q_1233 What tasks and steps need to be completed before the project can begin (e.g. obtaining permits, licenses, hiring staff, etc.)

Upon the notice of award in December 2019, the Village will begin to pull together an advisory committee which may include key local staff from the Town and Village of Webster, Xerox/owner of the campus, Monroe County DOT, the Genesee Transportation Council and others. This advisory committee will draft a Request for Proposals for professional engineering, survey and design consulting services to support the project. This committee will also interview and select the consultants based upon an agreed set of scoring criteria. During the interim period between Notice of Award and execution of the ESD Incentive Offer, the Village and Xerox/Owner will continue to negotiate a framework for the legal and physical transfer of roadway/underlying utility assets into the public domain. Concurrently, final estimates and plans for the near-term roadway stabilization activities will be completed such that they can be implemented in Q2/Q3 2020.

Q_1409 What is the first project year? (e.g. the year equipment will be ordered or when first expenditures are expected to be made)

2020

Q_3133 Is the proposed project located in a highly distressed area? If so, please provide information that will help ESD confirm that the area is highly distressed.

Yes. The project is located in Monroe County Census Tract 114.00 a federal Opportunity Zone. Poverty rates in the Village portion of Tract 114.00 are 20.54% per 2012 ACS 5-year estimates. The Xerox Campus totals 5.7MSF, with 1,243,639 SF of vacant space across 11 closed/mothballed buildings as of April 2019. It is estimated that additional vacant/underutilized space within partially active structures exceeds 1.5 MSF. From pre-2000 employment levels above 14,000, the campus employs fewer than 2,800 today.

Q 6069

Does your application contain 1) trade secrets, (2) information that, if disclosed, would cause substantial injury to the competitive position of your organization, or (3) critical infrastructure information? (All efforts should be made to provide such Information in the questions marked as "restricted.")

No

Project Costs by Year: Please enter the annual anticipated Project Costs based on the year that the investment will be made. These Project Costs should match the information in the Program Budget section.

Qualified Investments

	Year 1	Year 2	Year 3	Year 4	Year 5
Building Acquisition	\$0	\$0	\$0	\$0	\$0
Building Renovation	\$0	\$0	\$0	\$0	\$0
New Construction	\$250,000	\$0	\$7,220,000	\$0	\$0
Production Machinery & Equipment	\$0	\$0	\$0	\$0	\$0
Furniture, fixtures & equipment	\$0	\$0	\$0	\$0	\$0
Land Acquisition *	\$0	\$0	\$0	\$0	\$0
Demolition & environmental remediation *	\$0	\$0	\$0	\$0	\$0
Soft costs up to 25% *	\$505,500	\$505,500	\$722,000	\$0	\$0
Total	755,500	505,500	7,942,000	0	0

Job Creation and Retention Questions: The following questions are for committed, direct jobs only. Note that if awarded funding, Applicant must document existing and new jobs via submission of NY-45 forms. Questions about other jobs, such as Indirect Jobs and Construction Jobs, follow this section.

Q_2195 Indicate how many existing full-time equivalent jobs the applicant employs in all NYS LOCATIONS.

16

Q_2199 Indicate the average annual wage for existing full-time equivalent employees the applicant employs in all NYS Locations as of the date this application is finalized.

\$61,216

Q_1365 Indicate how many of the total existing full-time equivalent employees in New York State are contract employees.

0

All PROJECT Locations

Q_2196 Indicate how many existing full-time equivalent jobs the applicant employs at all PROJECT LOCATION(S).

16

Q_1186 Indicate the average annual wage for the employees at the Project Location as of the date this application is finalized.

61216

Q_1366 Indicate how many of the total existing full-time equivalent employees at the Project Location are contract employees.

0

Q_1196 How many of the existing jobs at the project location(s) are at risk if the project does not go forward.

0

Q_2175 What percentage of the project's employees are/will be residents of New York State?

100

Q_2178 Will any other non-construction jobs result from the project? For example, this could include jobs created by tenants at an incubator or mixed-use development or as a result of the creation of a job training center. If so, please estimate how many jobs, explain how these jobs will be created, and explain the method used to determine the job number estimate.

Potential for 1900 jobs over 10 yrs; utilizing IEA avg for employees/SF; assumed 1.6MSF of structures reactivated, 500KSF new construction

Q_2372 Will the proposed project result in the creation of construction jobs? If so, estimate the number of construction jobs to be created.

Enter zero if not applicable.

95

NET NEW JOBS (DIRECT JOBS ONLY)

Q_4167 Definition of full-time equivalent employee: (1) a full-time, permanent, private-sector employee on the Recipient's payroll, who has worked at the Project Location for a minimum of 35 hours per week for not less than four consecutive weeks and who is entitled to receive the usual and customary fringe benefits extended

by Recipient to other employees with comparable rank and duties; or (ii) two part-time, permanent, private-sector employees on Recipient's payroll, who have worked at the Project Location for a combined minimum of 35 hours per week for not less than four consecutive weeks and who are entitled to receive the usual and customary fringe benefits extended by Recipient to other employees with comparable rank and duties.

For the Excelsior Jobs Program: a full-time permanent employee must be on the payroll for at least six months of a year in order to qualify for benefits. Jobs transferred from employment with another business located in the State including from a related person in this State are not net new jobs for purposes of the employment commitment.

Indicate the year employment begins under Year 1 for your project here:

2022

Q_7506

Indicate how many new full-time equivalent employees (using the definition in the question above) the company will create over 5 years.

If awarded, your company or entity will be held to the job creation commitments as outlined in this question and table below. For grants, should you fail to meet the job creation commitments, recapture provisions may apply. For Excelsior, each years job commitment is evaluated separately to determine if tax credits can be issued.

0

In the Table below, provide a breakdown by general category/job type to indicate how many new full-time equivalent employees the company will create cumulatively by year (using the definition in the question above). The total in the bottom right hand corner needs to equal the number in the previous question.

1) Enter the type of job by general category.

2) Enter the average gross annual wages for each job type.

3) Enter CUMULATIVE job totals in the table below. Cumulative job totals mean that each subsequent year in the chart includes jobs created in all prior years. The job number in the bottom right hand corner on the chart is the full number of jobs created over all five years and needs to equal the number in the previous question.

i.e. if there are 10 jobs being created each year for 5 years in one category, enter 10 for year 1; 20 for year 2; 30 for year 3; 40 for year 4; 50 for year 5.

If awarded, your company or entity will be held to the job creation commitments as outlined in the table below and question above. For grants, should you fail to meet the job creation commitments, recapture provisions may apply. For Excelsior, each years job commitment is evaluated separately to determine if tax credits can be issued.

Net New Job Information (Enter Cumulatively)

	Job Type/Category	Avg Gross Wages/Job Type	Year 1	Year 2	Year 3	Year 4	Year 5
1	No Answer	No Answer	No Answer	No Answer	No Answer	No Answer	No Answer
2	No Answer	No Answer	No Answer	No Answer	No Answer	No Answer	No Answer
3	No Answer	No Answer	No Answer	No Answer	No Answer	No Answer	No Answer

4	No Answer	No Answer	No Answer	No Answer	No Answer	No Answer	No Answer
5	No Answer	No Answer	No Answer	No Answer	No Answer	No Answer	No Answer
Total			0	0	0	0	0

Environmental and Historic Preservation Questions

Q_5719 Does the project site involve or is it substantially contiguous to a property listed or recommended for listing in the NY State or National Registers of Historic Places? Consult the National Register Information System at <http://www.nps.gov/history/nr/research/> to find out if a property is listed. The Cultural Resource Information System (CRIS) tool is [located here](#). Indicate Yes, No, N/A. Click "Scoring Tips" for more information.

No

Q_5720 Is the project site wholly or partially included within an identified archeologically sensitive area? The Geographic Information System for Archeology and National Register tool can be used to identify archeologically sensitive areas. Indicate Yes, No, N/A. Click "Scoring Tips" for more information. [Listed below please find the link for The Geographic Information System for Archeology and National Register.](#)

No

Smart Growth

Smart Growth Questions: The NYS Smart Growth Public Infrastructure Policy Act requires that a project meet the relevant smart growth criterion to the extent practicable. Please respond to the questions below regarding smart growth criteria.

Q_1059 Does the proposed project use, maintain, or improve existing infrastructure? Y/N/Not Relevant. Please explain all responses.

Yes. The proposed project is a high quality example of Smart Growth principles and the implementation of SGPIPA, in that it will rehabilitate and leverage existing infrastructure and developed sites, including a recognized EPA Brownfield. The successful completion of this project will reduce development on greenfield sites. The project is located in the Village of Webster, a recognized municipal center and within the Rochester, NY Census Urbanized Boundary. The project also enhances mobility through expanded transportation choices via multimodal improvements for bicycles and pedestrians. The project also strengthens an existing community by fostering the adaptive reuse and revitalization of existing assets, including vacant buildings and previously developed vacant sites.

Q_1060 Is the proposed project located in a municipal center? Y/N/Not Relevant. Please explain all responses.

Yes. The Village of Webster and the Xerox Campus are the core employment centers in the T/V of Webster. In particular, the Village of Webster is a growing community of several distinct single-family, multi-family and mixed-use neighborhoods with an all-time high estimated population of 5,698 as of July 2018, representing a 5.5% increase from 2010. The Campus is within walking distance of ~50% of this population. The downtown currently functions as a central destination for personal and professional services, including banking, insurance, legal, daycare and specialty retail. In addition, downtown is the hub of the broader Webster community's arts, culture and entertainment activities, and is the location of festivals, concerts, parades, outdoor movies and theatre, with over 35,000 visitors annually. A collection of restaurants, eateries, bars and pubs also make downtown a destination for nightlife in Webster. With 89 market-rate units currently under construction, recent

investments in the Village have added approximately 400 units in the past 10 years.

Q_1061

Is the proposed project located in a developed area or an area designated for concentrated infill development in a municipally approved comprehensive land use plan, local waterfront revitalization plan and/or brownfield opportunity area plan? Y/N/Not Relevant. Please explain all responses.

The project is located in a previously developed area, and has been designated for concentrated infill development within Webster's 2015 Community Investment Plan, including the Priority Goal to Attract significant investment and employment generation at the regional, national and international levels by leveraging the assets at the Xerox Campus.

Q_1062

Will the proposed project protect, preserve and enhance the State's resources, including agricultural land, forests, surface and groundwater, air quality, recreation and open space, scenic areas, and significant historic and archeological resources? Y/N/Not Relevant. Please explain all responses.

Yes. By focusing development and investment activity in previously disturbed and developed sites, the proposed use of public resources will reduce the spread of development to greenfield sites.

Q_1063

Will the proposed project foster mixed land uses and compact development, downtown revitalization, Brownfield redevelopment, the enhancement of beauty in public spaces, the diversity and affordability of housing in proximity to places of employment, recreation and commercial development and the integration of all income and age groups? Y/N/Not Relevant. Please explain all responses.

Yes. The proposed project will facilitate expanded development within the 1.4 sq mi Xerox Campus. Portions of this campus may be viable for residential and mixed use development at the periphery and where appropriate based on adjacent land uses.

Q_1064

Will the proposed project provide mobility through transportation choices including improved public transportation and reduced automobile dependency? Y/N/Not Relevant. Please explain all responses.

Yes. The proposed project includes the expansion of sidewalks and bicycle/shared-use pathways within and through the industrial zone to improve accessibility and mobility choices for employees and residents.

Q_1065

Will the proposed project involve coordination between state and local government and inter-municipal and regional planning? Y/N/Not Relevant. Please explain all responses.

Yes. The Village of Webster, Town of Webster and Xerox have executed a Memorandum of Understanding regarding the mutual desire to facilitate the rehabilitation of the roadway network and the ultimate revitalization of the Xerox Campus. Both the Town and Village, via the Webster Economic Development Alliance, have been coordinating with Empire State Development on efforts to retain Xerox employment levels locally and to facilitate the revitalization and reactivation of now dormant portions of the campus.

Q_1066

Will the proposed project involve participation in community based planning and collaboration? Y/N/Not Relevant. Please explain all responses.

Yes. Upon commencement, the selected project Consultant shall conduct community outreach and participation in the long-term process for campus revitalization and the expansion/rehabilitation/improvement of the public transportation network through the industrial area and its connectivity with significant resources and destinations within the Webster community.

Q_1067

Will the proposed project ensure predictability in building and land use codes? Y/N/Not Relevant. Please explain all responses.

Yes. The proposed project will support and enhance private sector investment within the industrial areas of Webster. The creation of new public rights-of-way will also facilitate investment in buildings and lands that may

otherwise lay dormant due to access issues.

Q_1068

Will the proposed project promote sustainability by strengthening existing and creating new communities which reduce greenhouse gas emissions and do not compromise the needs of future generations, by among other means encouraging broad based public involvement in developing and implementing a community plan and ensuring the governance structure is adequate to sustain its implementation? Y/N/Not Relevant. Please explain all responses.

Yes. The proposed project will build upon the broad public outreach efforts begun in 2015 in the development of Webster's Community Revitalization Plan. The findings of this outreach program will be revisited and reaffirmed during the public outreach components of this project.

Q_6256

Will the proposed project mitigate future physical climate risk due to sea-level rise, and/or storm surges and/or flooding, based on available data predicting the likelihood of future extreme weather events, including hazard risk analysis data, if applicable?

No. This project has no relationship to sea-level rise, flood mitigation or storm resiliency.

Certification

Q_1038

By entering your name in the box below, you certify that you are authorized on behalf of the applicant and its governing body to submit this application. You further certify that all of the information contained in this Application and in all statements, data and supporting documents which have been made or furnished for the purpose of receiving assistance for the project described in this application, are true, correct and complete to the best of your knowledge and belief. You acknowledge that offering a written instrument knowing that the written instrument contains a false statement or false information, with the intent to defraud the State or any political subdivision, public authority or public benefit corporation of the State, with the knowledge or belief that it will be filed with or recorded by the State or any political subdivision, public authority or public benefit corporation of the State, constitutes a crime under New York State Law.

Darrell Byerts, Mayor

Q_7341

By entering your name in the box below, you certify, under penalty of perjury, that the information given herein is true and correct in all respects for the company or organization applying for funding (the "Company"), presently and for the past five years: -the Company is not a party to any litigation or any litigation is not pending or anticipated that could have an adverse material effect on the company's financial condition;

-the Company does not have any contingent liabilities that could have a material effect on its solvency;

-the Company, its affiliates or any member of its management or any other concern with which such members of management have been officers or directors, have never been involved in bankruptcy, creditor's rights, or receivership proceedings or sought protection from creditors;

-the Company is not delinquent on any of its state, federal or local tax obligations;

-No principal, officer of the Company, owner or majority stockholder of any firm or corporation, or member of the management has been charged or convicted of a misdemeanor or felony, indicted, granted immunity, convicted of a crime or subject to a judgment, or the subject of an investigation, whether open or closed, by any government entity for a civil or criminal violation for: (i) any business-related activity including, but not limited to, fraud, coercion, extortion, bribe or bribe receiving, giving or accepting unlawful gratuities, immigration or tax fraud, racketeering, mail fraud, wire fraud, price fixing or collusive bidding; or (ii) any crime, whether or not business related, where the underlying conduct relates to truthfulness, including but not limited to, the filing of false documents or false sworn statements, perjury or larceny;

-the Company or any of the Company's affiliates, principal owners or Officers has not received a violation of State Labor Law deemed "willful";

-the Company or any of its affiliates has never been cited for a violation of State, Federal, or local laws or regulations with respect to labor practices, hazardous wastes, environmental pollution or other operating practices;

-there are not any outstanding judgments or liens pending against the Company other than liens in the normal course of business.

-the Company or any of its affiliates, principal owners or officers the company has not been the subject of any judgments, injunctions, or liens including, but not limited to, judgments based on taxes owed, fines and penalties assessed by any governmental agency, or elected official against the Company.

- the Company or any of its affiliates, principal owners or officers the company has not been investigated by any governmental agency, including, but not limited to, federal, state and local regulatory agencies

-the Company or any of its affiliates, principal owners or officers the company has not been debarred from entering into any government contract; been found non-responsible on any government contract; been declared in default ore terminated for cause on any government contract; been determined to be ineligible to bid or propose on any contract; been suspended from bidding on any government contract; received an overall unsatisfactory performance rating from any government agency on any contract; agree to a voluntary exclusion from bidding or contracting on a government contract.

- the Company or any of its affiliates, principal owners or officers the company has not failed to file any of the required forms with any government entity regulating the Company. By entering your name in the box below, you agree to allow the Department of Taxation to share the Company tax information with ESD. By entering your name in the box below, you agree to allow the Department of Labor to share tax and employer information with ESD. Note: If any of the statements above are not true, in addition to entering your name, also include an explanation in the box below, indicating which issue you are addressing.

Darrell Byerts, Mayor

Q_2365

By entering your name in the box below, you are acknowledging that ESD’s Contractor & Supplier Diversity policy will apply to this project. You are further acknowledging that you are aware of ESD’s agency-wide Minority and Women Business Enterprise (‘MWBE’) utilization goal of 30%. Please note that each project will be assigned an individual contract-specific goal, which may be higher or lower than 30%. Furthermore, you understand that, should this project receive a funding award, the Applicant shall be required to use good faith efforts to achieve the prescribed MWBE goals assigned to this project and failure to attain MWBE goal could result in grant amount being reduced.

Darrell Byerts, Mayor

Q_4182

By entering your name in the box below, you certify and agree that you are aware that your award will be reduced in proportion to the reduction of jobs and/or total project costs. Furthermore, you understand that, should this project receive a funding award, the Applicant will maintain such records and take such actions necessary to demonstrate such compliance throughout the completion of the project.

Darrell Byerts, Mayor

Workforce

I. Assessment of Skilled Worker Shortfall

Assessment of Skilled Worker Shortfall

	Specific Job Titles and Number of Unfulfilled Openings for Each Job Title
Community and Social Services	No Answer

Construction and Extraction	No Answer
Life, Physical, and Social Science	No Answer
Healthcare Practitioners and Technical	No Answer
Installation, Maintenance, and Repair	No Answer
Building and Grounds Cleaning and Maintenance	No Answer
Food Preparation and Serving Related	No Answer
Arts, Design, Entertainment, Sports, and Media	No Answer
Protective Service	No Answer
Legal	No Answer
Sales and Related	No Answer
Architecture and Engineering	No Answer
Personal Care and Service	No Answer
Healthcare Support	No Answer
Transportation and Material Moving	No Answer

Farming, Fishing, and Forestry	No Answer
Business and Financial Operations	No Answer
Education, Training, and Library	No Answer
Office and Administrative Support	No Answer

II. Worker Recruitment

Worker Recruitment

	A. Recruitment Method	B. Percentage of Use
1st Most Common Recruitment Method	None	0
1st Other	None	
2nd Most Common Recruitment Method	None	0
2nd Other	None	
3rd Most Common Recruitment Method	None	0
3rd Other	None	

No job answers necessary due to your associated programs.

Qualified Investments

No investment answers necessary due to your associated programs.

Total Project Cost

Total project cost: \$ 9,203,000

Funding Requested from Program

Program	Amount Requested
Empire State Development Grant Funds	\$ 1838000

Program Budget

Empire State Development Grant Funds

Use	Source	Status	Amount	Indicate Source / Comments
Infrastructure/Site Work	Federal	Anticipated	\$6137000	Anticipated Federal BUILD 2020 Grant
Infrastructure/Site Work	Private	Anticipated	\$217000	Xerox/Developer contribution
Infrastructure/Site Work	ESD Grant Funds 20%Max	Anticipated	\$1116000	ESD Grant request
Architectural/Engineering/Soft Costs	ESD Grant Funds 20%Max	Anticipated	\$722000	ESD Grant request
Architectural/Engineering/Soft Costs	Federal	Anticipated	\$722000	Anticipated Federal BUILD 2020 Grant
Architectural/Engineering/Soft Costs	Private	Anticipated	\$289000	Xerox/Developer contribution

Attachment Questions & Answers

Empire State Development Grant Funds

Q_6946

Please provide Letters of Support for your project (if applicable). All letters should be scanned into a single PDF file and their total size cannot exceed 10 Megabytes (MB).

Q_6907 Attach 2016 financial documents.

For privately owned companies, IDAs, not-for-profits, educational institutions, start-ups, municipalities, or any business or organization other than publicly traded companies, please provide audited or reviewed financials, or compiled financials with signed tax returns, for 2016. For publicly traded companies please provide Form 10-K for 2016.

2016 Audit.pdf
[Download](#)

Q_6906 Attach 2017 financial documents

For privately owned companies, IDAs, not-for-profits, educational institutions, start-ups, municipalities, or any business or organization other than publicly traded companies, please provide audited or reviewed financials, or compiled financials with signed tax returns, for 2017. For-publicly traded companies, please provide Form 10-K for 2017.

2017 Audit.pdf
[Download](#)

Q_9429 Attach 2018 financial documents

For privately owned companies, IDAs, not-for-profits, educational institutions, start-ups, municipalities, or any business or organization other than publicly traded companies, please provide audited or reviewed financials, or compiled financials with signed tax returns, for 2018. For-publicly traded companies, please provide Form 10-K for 2018.

2018 Audit.pdf
[Download](#)

Q_9430 Attach interim financials for 2019

For privately owned companies, IDAs, not-for-profits, educational institutions, start-ups, municipalities, or any business or organization other than publicly traded companies, please provide interim financials for 2019, certified by a company officer. For publicly traded companies, please provide the most recent Form 10-Q.

2019-2020 Adopted Budget.pdf
[Download](#)

Q_2165 For Start-up companies, in addition to the documents listed above provide: 1) Financial projections (5 years) 2) Personal financial statements from a personal guarantor(s) of the start-up company 3) Principal resumes

No attachment, cannot upload

Q_2331 Attach an organizational chart and/or description of ownership structure including the percentage of ownership for each individual entity.

Q2331_Webster CFA92246.pdf
[Download](#)

Q_5689 Attach a short or long Environmental Assessment Form

Project review pursuant to the State Environmental Quality Review Act (SEQRA) must be completed prior to the award of any state funds. For projects classified as Type I or Unlisted actions, submit a short or long Environmental Assessment Form. See "Scoring Tips" for links to forms.

No attachment, cannot upload

Q_2333

If review of the project has been completed pursuant to State Environmental Quality Review Act (SEQRA) or National Environmental Policy Act (NEPA), please submit the Negative Declaration or Findings Statement, or Finding of No Significant Impact or Record of Decision.

No attachment, cannot upload

Q_2334

Provide a list of all other federal, state, and local reviews, approvals, or permits needed or completed, including the dates when they are expected to be completed or were completed. If Not Applicable, please upload an attachment that indicates "NA".

Q2334_Village of Webster – CFA 92246.pdf

[Download](#)

Legend

[x] = Expired Program