



Regional CFA Workshop

Empire State Development

EXCELSIOR JOBS PROGRAM

Excelsior Jobs Program



\$70 million in tax credits is available for economic development initiatives and projects that:

- Create or retain jobs
- Prevent, reduce or eliminate unemployment and underemployment
- Increase business activity in the community or region

Excelsior program is Discretionary in that applicants may not be awarded the maximum allowable amount

Excelsior Jobs Program



The Program is limited to firms making a substantial commitment to growth – either in employment or through investing significant capital in a NYS facility

Eligibility

Job Growth Track:

- Targeted industries
- Creating net new jobs
- RSP (net new jobs & significant capital investments)

Investment Track:

- Firms in targeted industries (except manufacturing) who retain at least 25 employees; manufacturing firms who retain at least 10 employees
- Makes investment
- Meets a benefit-cost ratio of at least 10:1

Excelsior Jobs Program



Targeted “Activities” / Industries

Firms with project activity in these industries that create and maintain new jobs or make significant financial investment are eligible to apply for up to four tax credits.

Manufacturing

Agriculture

Software Development & New Media

Scientific R&D

Distribution center

Back office operations

Tax Credits:

Excelsior Jobs Tax Credit: A credit of 6.85 percent of wages per new job to cover a portion of the associated payroll cost

Excelsior Investment Tax Credit: Valued at two percent of qualified investments

Excelsior Research & Development Tax Credit: A credit of 50 percent of the Federal Research and Development credit up to three percent of research expenditures in NYS

Excelsior Real Property Tax Credit: Available to firms locating in certain distressed areas and to firms in targeted industries that meet higher employment and investment thresholds (Regionally Significant Project)

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Job Growth Track

EXCELSIOR MINIMUM ELIGIBILITY CRITERIA

Targeted Industry Activity	Min Jobs	RSP Min Jobs & Investments	
Scientific R&D	5	20	\$6,000,000
Software Development	5	N/A	N/A
Agriculture	5	20	\$500,000
Manufacturing	10	50	\$5,000,000
Back Office Operations	50	300	\$6,000,000
Distribution	75	300	\$30,000,000
Other	N/A	300	\$6,000,000

Investment Track

Targeted Industries who make investment
AND

have and retain at least 25 full-time job equivalents; manufacturing firms who retain at least 10 employees

Minimum Benefit Cost Ratio = 10:1

$$\text{Capital Investment} + \text{wages}(\text{benefits}) / (\text{net new jobs}) / \text{Excelsior Tax Credits}$$

Excelsior Jobs Program



Effective Date:

- The effective date of certification is no sooner than the award date
- Net new jobs created *after* effective date may be counted
- Qualified Investment made *after* effective date may be counted
 - Tangible property (including bldg or structural component of bldg.)
 - Owned by a business enterprise
 - Depreciable per Section 167 of the Internal Revenue Code
 - Useful life of four years or more
 - Has a site in the State
 - Placed in service on or after certification effective date

(Placed in service is defined by the IRS as when property is ready and available for a specific use, whether in a business activity, an income-producing activity, a tax-exempt activity, or a personal activity)

For More Information



**Consolidated Funding Application:
<http://nyworks.ny.gov>**

**Email Empire State Development:
cfa_esd@esd.ny.gov**

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