

## Wayne County Industrial Development Agency Project Assistance Guidance Document

The Wayne County Industrial Development Agency (WCIDA) can provide a wide range of financing to assist economic development projects in Wayne County. Additionally, qualified projects may be eligible for sales, mortgage, and real property tax exemptions. This document is intended to provide guidance to potential applicants in determining what resources may be applicable to assist them. If you have questions or would like to review the details of available resources please contact the IDA at 315-946-5917 or by e-mail at [wedcny@co.wayne.ny.us](mailto:wedcny@co.wayne.ny.us).

### Loan Funds

Loan Fund	Minimum Amount	Maximum Amount	Maximum % of TPC	Interest Rate	Maximum Term	Start Up Eligible
Revolving Loan Fund	\$25,000	\$300,000	20%	Prime +/- 1%	10 Years	No
Agricultural Industrial Growth (GAIN!)	\$25,000	\$200,000	90%	1%	10 Years	No
Microenterprise Revolving Loan Fund	\$1,000	\$25,000	90%	Prime +/- 2%	7-12 Years	Yes
Main Street Micro Loan Fund	\$1,000	\$5,000	40%	Prime +/- 2%	5 Years	Yes

#### Revolving Loan Fund

This fund provides a second source of financing (gap financing) for eligible businesses wishing to expand or locate in Wayne County and who have been unable to fully finance their projects with equity, conventional financing, or other private and public sources. Funds can be used for the acquisition of land, buildings, and fixed equipment, site preparation and construction, reconstruction or installation of buildings and fixed equipment, the payment of assessments for sewer, water, street, and other public utilities, and working capital (inventory and direct labor costs only).

#### Growing the Agriculture Industry Now (GAIN) Revolving Loan Fund

This loan pool will support capital projects for the creation, retention and expansion opportunities for the region's farmers and agricultural related businesses.

#### Microenterprise Revolving Loan Fund

This fund is designed to provide small loans to start-up, newly established, or growing small businesses. A key objective of the program is to assist business owners who have traditionally had difficulty accessing debt financing. Funds may be used for working capital, inventory purchases, machinery and equipment, furniture, fixtures, supplies, leasehold improvements, minor building renovation/rehabilitation, or natural disaster recovery.

#### Main Street Micro Loan Fund

Small businesses that are or will be located within designated commercial districts of Wayne County Village or Town "Main Streets" that are integral to the revitalization of the district and that will be creating new jobs. This fund is available to provide financial assistance to "Main Street" small businesses for start-up or expansion. Certified completion of an approved entrepreneurial assistance or small business training program is required.

Applications for Assistance can be found at <http://www.wedcny.com>. If you have any questions contact 315-946-5917 or [wedcny@co.wayne.ny.us](mailto:wedcny@co.wayne.ny.us).

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### **Industrial Development Agency Qualified Project Assistance**

Pursuant to the authority vested in it by Article 18-A of the General Municipal Law of the State of New York, qualified WCIDA projects are eligible for sales, mortgage, and real property tax exemptions.

Eligible Recipients include for-profit companies that seek to save costs in order to make projects more feasible. Projects are usually owner-occupied, but can be developer-owned where WCIDA benefits are passed onto the project occupant(s). The cost of the improvements must be at least \$10,000. If a project is partially occupied, then partial benefits can be obtained for the occupied portion. There is no size limit by number of employees or sales volume. Retail projects are not eligible for assistance unless they meet the exception criteria as established by New York State law.

#### PILOT

Real property tax exemptions are provided by the IDA and include a Payment in Lieu of Tax (PILOT) agreement that contains a scheduled payment plan of 10 years based on a property's current assessed value prior to improvements. Standard WCIDA property tax abatement schedules (PILOT Agreements) begin with a 100% exemption for years 1-5, and 50% for years 6-10. A project cannot utilize a 485-b exemption and a PILOT simultaneously. Fees including legal, agency, and administrative are included in PILOT agreements and should be considered prior to application. A fee schedule can be found in the PILOT application found here.

#### Real Property Tax Law, Section 485-b

Applicants with total project costs under \$1,000,000 are encouraged to consider utilization of a 485-b exemption. Section 485-b of the Real Property Tax Law authorizes a partial exemption from real property taxation for commercial, business or industrial property constructed, altered, installed or improved subsequent to July 1, 1976. **Ordinary maintenance and repairs do not qualify for exemption.** Generally the amount of the exemption in the first year is 50% of the increase in the assessed value attributable to the improvement. The exemption amount then decreases by 5% in each of the next nine years. Application for exemption from county, city, town and school district taxes must be filed with the town assessor, **not the Office of Real Property Tax Services.** The application must be filed in the assessor's office on or before the appropriate taxable status date and within one year from the date of completion of the improvements.

#### Mortgage and Sales Tax Exemptions

Mortgage Recording Tax and Sales Tax exemptions for the purchase of machinery, materials, equipment, site work, and other capital investments are available for projects that qualify for WCIDA benefits.

Applications for Assistance can be found at <http://www.wedcny.com>. If you have any questions contact 315-946-5917 or [wedcny@co.wayne.ny.us](mailto:wedcny@co.wayne.ny.us).

\*Please note that Public Officers Law declares that all records in the possession of the WCIDA (with certainty limited exceptions) are open to public inspection and copying. If the applicant feels there are elements of the project that are in the nature of trade secrets which, if disclosed to the public or otherwise widely disseminated, would cause substantial injury to the applicant's competitive position, the applicant must identify such elements in writing and request that such elements be kept confidential. In accordance with Article 6 of the Public Officer's Law, the WCIDA may also redact personal, private, and/or proprietary information from publicly disseminated documents.

**Fee Schedule**

Applicants are required to pay the following application and agency fees and, if accepted as a project of the agency, all closing, administrative, and legal fees according to the following schedule.

**Loan Funds**

Application Fee	
\$0 to \$25,000	\$250
\$25,000 to \$300,000	\$500

Attorney Fees	
\$0 to \$25,000	\$1,000
\$25,000 to \$100,000	\$2,000
\$100,001 to \$125,000	\$2,500
\$125,001 to \$150,000	\$3,000
\$150,001 to \$175,000	\$3,500
\$175,001 to \$200,000	\$4,000
\$200,001 to \$250,000	\$4,500
\$250,001 to \$500,000	\$5,000

Agency Fee/ Closing Costs	
\$0 to \$25,000	5%
\$25,000 to \$300,000	2.5%

**IDA Assistance**

Application Fee	
	\$2,500

Legal Deposit	
	\$2,500

Agency Fee	
≥ \$5 Million	1%
< \$5 Million	0.75%

Legal Fees/ Closing Costs	
≥ \$5 Million	1%
< \$5 Million	0.75%

Annual Administrative Fee	
≥ \$5 Million	\$500
< \$5 Million	\$1,000