

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

**Applicant Information**

**Date: May 28, 2010**

Name of Company/Applicant: Cayuga Medical Center at Ithaca	
Address: 101 Dates Drive	
City/State/ZIP: Ithaca, NY 14850	
Primary Contact: John Collett	
Phone: 607-274-4343	Fax:
Email: <a href="mailto:jcollett@cayugamed.org">jcollett@cayugamed.org</a>	

Applicant Attorney: Miller Mayer, LLP	
Address: 202 E. State St.	
City/State/ZIP: Ithaca, NY 14850	
Primary Contact: Elena Flash	
Phone: 607-274-4200	Fax:
Email: <a href="mailto:esf@millermayer.com">esf@millermayer.com</a>	

Applicant Accountant: N/A	
Address:	
City/State/ZIP:	
Primary Contact:	
Phone:	Fax:
Email:	

Applicant Engineer/Architect (if known): N/A	
Address:	
City/State/ZIP:	
Primary Contact:	
Phone:	Fax:
Email:	

Applicant Contractor (if known):	
Address:	
City/State/ZIP:	
Primary Contact:	
Phone:	Fax:
Email:	

**Business History**

Year Company was Founded: 1981      Type of ownership (Corporation, LLC, Sole Proprietor)  
 NAICS Code: \_\_\_\_\_

Product or Service: Not-for-profit, acute-care medical center bringing state-of-the-art diagnostic and treatment services to the region by over 1,200 healthcare professionals and a medical staff of more than 200 affiliated physicians.

Major Customers: More than 150,000 area residents and visitors choose CMC each year for top-quality, specialized healthcare, rather than traveling outside the area.

*The IDA avoids offering incentives to businesses that will compete with or displace existing Tompkins County businesses.*

Major Suppliers:

Lowes, Sysco Foods, Cardinal, Owens & Minor, Cayuga Press, Beckman Coulter

Who are your major competitors in Tompkins County? Cayuga Medical Center is the only hospital in Tompkins County. \_\_\_\_\_

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

If Yes, please describe N/A \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

Were the goals met? \_\_\_ Yes \_\_\_ No N/A

If No, why were goals not met? N/A \_\_\_\_\_

**Project Description**

Please give a brief narrative description of the project.

- Reimburse the Medical Center's operating fund for purchases already made for Imaging, Computer, Cardiology, Pharmacy, etc. Equipment
- Build out of third floor of the Island Health building on Inlet Island for the Medical Center's Health Living program.
- Redesign of the Pain and Sleep Center reception area.

Location: N/A \_\_\_\_\_

Property size (acres) – both existing and proposed: \_\_\_\_\_

Building size (square feet) – both existing and proposed: \_\_\_\_\_

Proposed project start and completion dates: \_\_ February 2010 – June 2010 \_\_\_\_\_

What types of green building practices do you plan to use, if any? \_\_\_\_\_

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 N/A

**Occupancy** N/A

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.)

**Project Costs**

	<u>Amount</u>
Value of land to be acquired (if any):	_____
Value of building to be acquired (if any):	_____
Cost of New Construction:	<u>\$734,942.00</u>
Value of improvements to existing building:	<u>0.00</u>
Value of equipment to be acquired:	<u>\$53,058.00</u>
Other:	_____
TOTAL	<u>\$ 788,000.00</u>

**Financing**

	<u>Without Bonds</u>	<u>With Bonds</u>
First year debt service	\$ <u>0</u> ( would pay cash)	\$ <u>1,306,222</u>
Total debt service	\$ <u>0</u>	\$ <u>19,593,332</u>
Amount of anticipated financing from a lending institution	\$ <u>15,300,000</u>	

*(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.

N/A
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**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 – Excellus Blue PPO single, family and dental
- Basis free life insurance
- Paid vacation beginning at 2 weeks/1 year
- Paid holiday at 11/year
- Sick time at 6 days/year
- Long term disability
- Short term disability
- Benefit retirement
- Voluntary contributory 403B
- Tuition reimbursement

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

CMC provides a combination of on-site and off-site education and development programs. On line education programming is also provided. Employees are eligible for up to \$3,500 per year tuition reimbursement from involved scholarship and course specific reimbursement programs.

What percentage of your current positions do women occupy? 80%

What percentage of your current positions do minorities occupy? 4.3%

What percentage of your current workforce and management are: in Tompkins County? In New York State?  
Out of state?

63% 16% 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   x   No

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

If yes, please describe.

Yes, as an affirmative action employee, we develop annual recruitment goals for each specific employment groups. We also reach out to representatives of minority groups in our service area, encourage minority applicants and list all jobs with the Department of Labor.

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
Professional:	28.89	264				
Clerical:	15.42	128				
Sales:	N/A	N/A				
Services:	12.51	171				
Construction:	N/A					
Manufacturing:	N/A					
High Skilled:						
Medium Skilled:						
Basic Skilled:						
Other (Describe):						
Technical	23.98	118				
	36.87	68				
<b>Total:</b>		749	0	0	0	0

Estimated percentage of new hires who are currently not employed   2   %

**Construction Labor**

Will you use contractors who:

Have a certified apprenticeship program    Yes \_\_\_ No X  
Pay a prevailing wage                            Yes \_\_\_ No X  
Use local labor                                      Yes X No \_\_\_

**Environmental Review** N/A

*Environmental Assessment Form – short or long*

Submitted to: \_\_\_\_\_

Agency name: \_\_\_\_\_

Agency address: \_\_\_\_\_

Date of submission: \_\_\_\_\_ Status of submission: \_\_\_\_\_

*(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.

All required permits have been obtained.

**Other**

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

