

NYSEDC Best Practice Recommendations Project Type Matrix Required State Criteria, Material Terms & Evaluative Criteria

State Required Criteria	Project Type	Material Terms (Suggested)	Evaluative Criteria (Suggested)
<ol style="list-style-type: none"> 1. Extent to which a project will create or retain permanent jobs 2. Estimated value of tax exemptions 3. Amount of private sector investment 4. Likelihood of project being accomplished in a timely fashion 5. Extent of new revenue provided to local taxing jurisdictions 6. Any other misc. public benefits 	<p><u>Manufacturing, Warehouse, Distribution</u></p>	<ol style="list-style-type: none"> 1. Create or Retain Jobs 2. Private Sector Investment 3. Local Labor Construction 4. Wage Rates above Median Wage for Area 	<ol style="list-style-type: none"> 1. Wage Rates (above Median Wage for Area) 2. Regional Wealth Creation (% Sales/Customers Outside Area) 3. In Region Purchases (% of overall Purchases) 4. Research and Development Activities 5. Investments in Energy Efficiency 6. Locational Land Use Factors, Brownfields or Locally Designated Development Areas 7. LEED/Renewable Resources 8. Retention/Flight Risk
	<p><u>Agricultural, Food Processing</u></p>	<ol style="list-style-type: none"> 1. Create or Retain Jobs 2. Private Sector Investment 3. Local Labor Construction 4. Wage Rates above Median Wage for Area 	<ol style="list-style-type: none"> 1. Wage Rates (above Median Wage for Area) 2. Regional Wealth Creation (% Sales/Customers Outside Area) 3. In Region Purchases (% of overall Purchases, from Local Growers) 4. Research and Development Activities 5. Investments in Energy Efficiency 6. Locational Land Use Factors, Proximity to Local Ag. Production 7. LEED/Renewable Resources 8. Retention/Flight Risk

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	<p><u>Tourism</u></p>	<ol style="list-style-type: none"> 1. Private Sector Investment 2. Create or Retain Jobs (if applicable) 3. Local Labor Construction 4. Regional Wealth Creation (% Sales/Customers Outside Area) 	<ol style="list-style-type: none"> 1. Market Study (Document Demand and Impact on Existing Operators) 2. Regional Wealth Creation 3. Proximity/Support of Regional Tourism Attractions/Facilities 4. Local Official(s), Convention Visitors Bureau Support 5. In Region Purchases, Support of Local Vendors 6. LEED/Renewable Resources 7. Generation of Local Revenues (i.e. Hotel Bed Taxes)

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	<p><u>Back Office, Data, Call Centers</u></p>	<ol style="list-style-type: none"> 1. Private Sector Investment 2. Create or Retain Jobs (if applicable) 3. Local Labor Construction 4. Wage Rates above Median Wage for Area 	<ol style="list-style-type: none"> 1. Wage Rates (above Median Wage for Area) 2. Regional Wealth Creation (% Sales/Customers Outside Area) 3. In Region Purchases (% of Purchases from Local Vendors) 4. Supports Local Business or Cluster 5. Retention/Flight Risk 6. LEED/Renewable Resources

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	<p><u>Market Rate Senior Housing</u></p>	<ol style="list-style-type: none"> 1. Private Sector Investment 2. Create or Retain Jobs (if applicable) 3. Local Labor Construction 4. Senior Residents at or Below Median Income for Community 	<ol style="list-style-type: none"> 1. Market Study (Document Need and Impact on Existing Facilities) 2. Highly Distressed Census Tract 3. Alignment with Local Planning and Development Efforts 4. Urban, Town/Village Center Location 5. Local Official(s) Support 6. Located in Areas that Serve Below Median Income Seniors 7. Facility Promotes Walkable Community Areas 8. Review of Project/Developer's Return on Investment 9. Ability to Conventionally Finance 10. Provides Specific Senior Amenities (Community Rooms, Health Services etc.) 11. Senior Residents at or Below Median Income for Community

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* **The suggested Material Terms and Evaluative Criteria are not meant to be adopted in their entirety as a best practice, but rather as a list from which an IDA could choose from. Each IDA should consider its own local economic development environment, strategy and objectives when reviewing and determining its Material Terms and Evaluative Criteria.**