

# Webster, NY

Where Life Is Worth...  
*Living, Working, Playing, Investing*



## WEBSTER

ECONOMIC DEVELOPMENT ALLIANCE



# Community Overview

**Webster, New York** is just 13 miles northeast of the City of Rochester along a 100-mile stretch of unspoiled Lake Ontario shoreline. Webster has a rare combination of industry, commerce, recreational assets, and rich community life all amid rolling hills, significant open space, and agricultural lands. The Town of Webster continues to be a destination community in New York's Finger Lakes Region, and the following key community assets support a high quality of life for Webster's residents, business owners, and visitors:

1. Accessible transportation and extensive infrastructure highlight opportunities for new investment;
2. A broad range of residential housing alternatives with a well-defined and active village center;
3. Convenient access to shopping and professional services;
4. A high-quality education system and a broad variety of athletic and recreational programming; and
5. A diverse offering of natural resources, parks and open spaces.

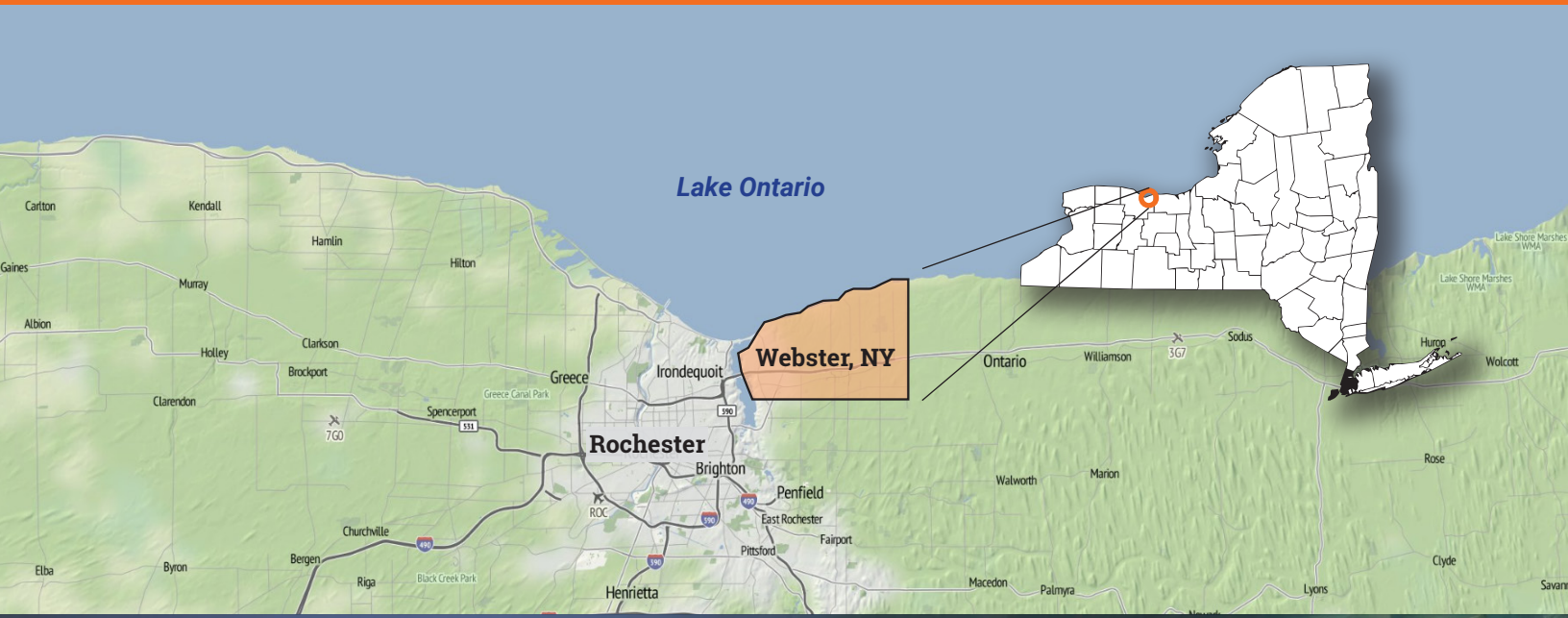
## Why Webster?

Comfortable, neighborhood living; a vibrant village; a terrific town; a high-performing school district; plus access to an amazing array of amenities have helped to make Webster one of the fastest growing, most sought after communities in Monroe County. You are encouraged to visit us, explore our community and discover why Webster is truly **Where Life is Worth Living!**





## Where is Webster?



## Community Quick Facts

- **Population: 45,327**  
(2020 Census Town & Village)
- **Housing Units: 18,551**
- **MHI: \$81,329**
- **Median Home Value: \$189,400**
- **23 miles of trails and 2,750 acres of parks & open space**
- **16 min to Downtown**
- **22 min to Airport**
- **23 min to NYS Thruway**
- **North East Area for Technology: 7.0 MSF Industrial Hub**
- **Largest employer: Xerox Corporation ~ 3,000 employees**

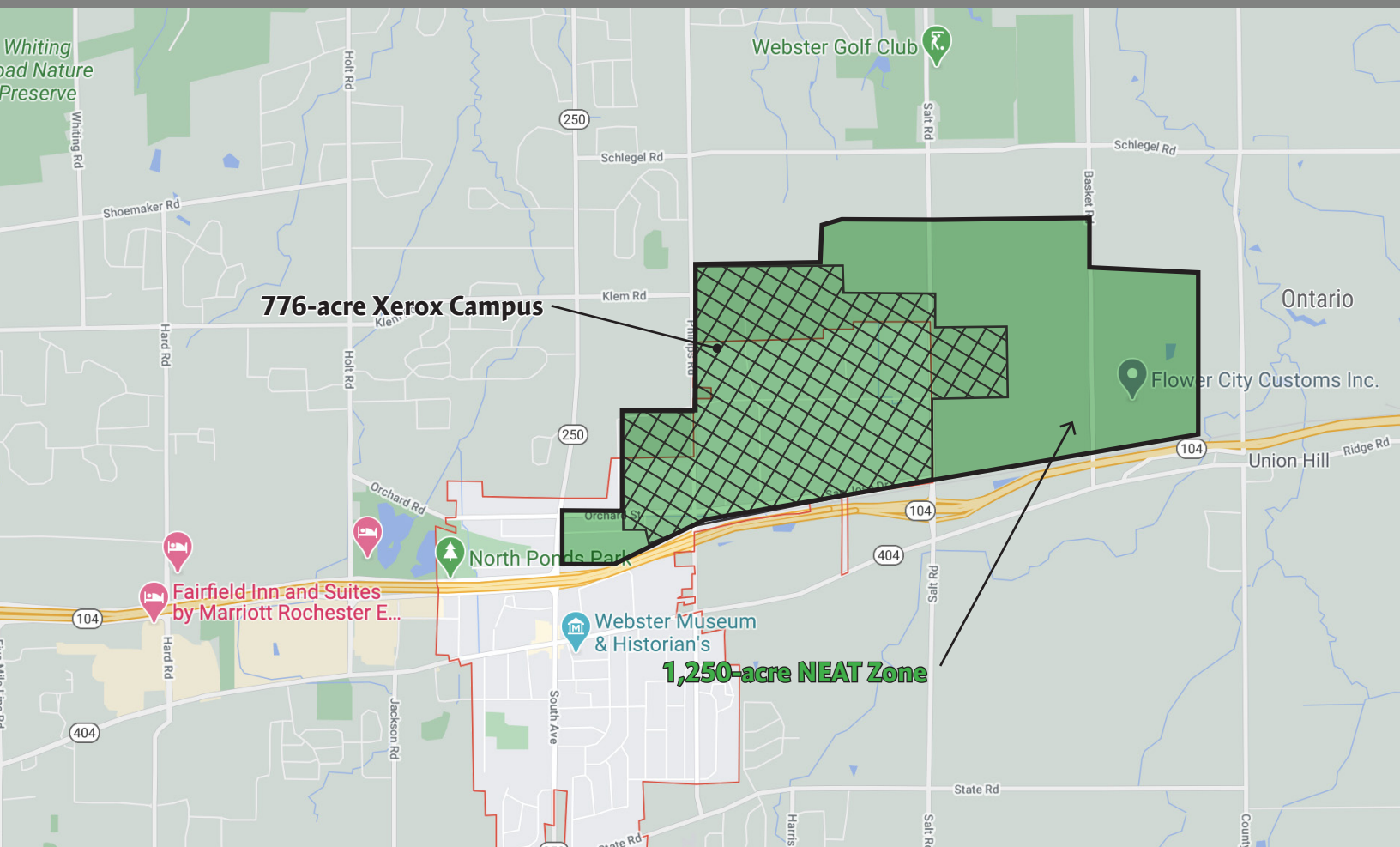
## Overview

Webster has the location and infrastructure to support your next relocation or business expansion. With abundant land, existing buildings and plentiful natural resources, Webster is poised to be the Finger Lakes Region's newest destination for next generation manufacturing and food production.

Our community's North East Area for Technology is a 1,250-acre industrial zone with 7 million square feet of office, laboratory and manufacturing space. At the heart of NEAT lies the 5.7 MSF Xerox Corporation Campus, with over 3 MSF of office, manufacturing and research space on 776 acres available for reuse. Webster's 4,800-acre federal Qualified Opportunity Zone encompasses mixed-use, industrial and agricultural areas of the community, including the entire Village business district, the majority of the Xerox Campus and key agricultural areas in the town's southeast quadrant.

**Come explore our community and discover for yourself why Webster is Where Life is Worth Investing!**

### Webster's North East Area for Technology



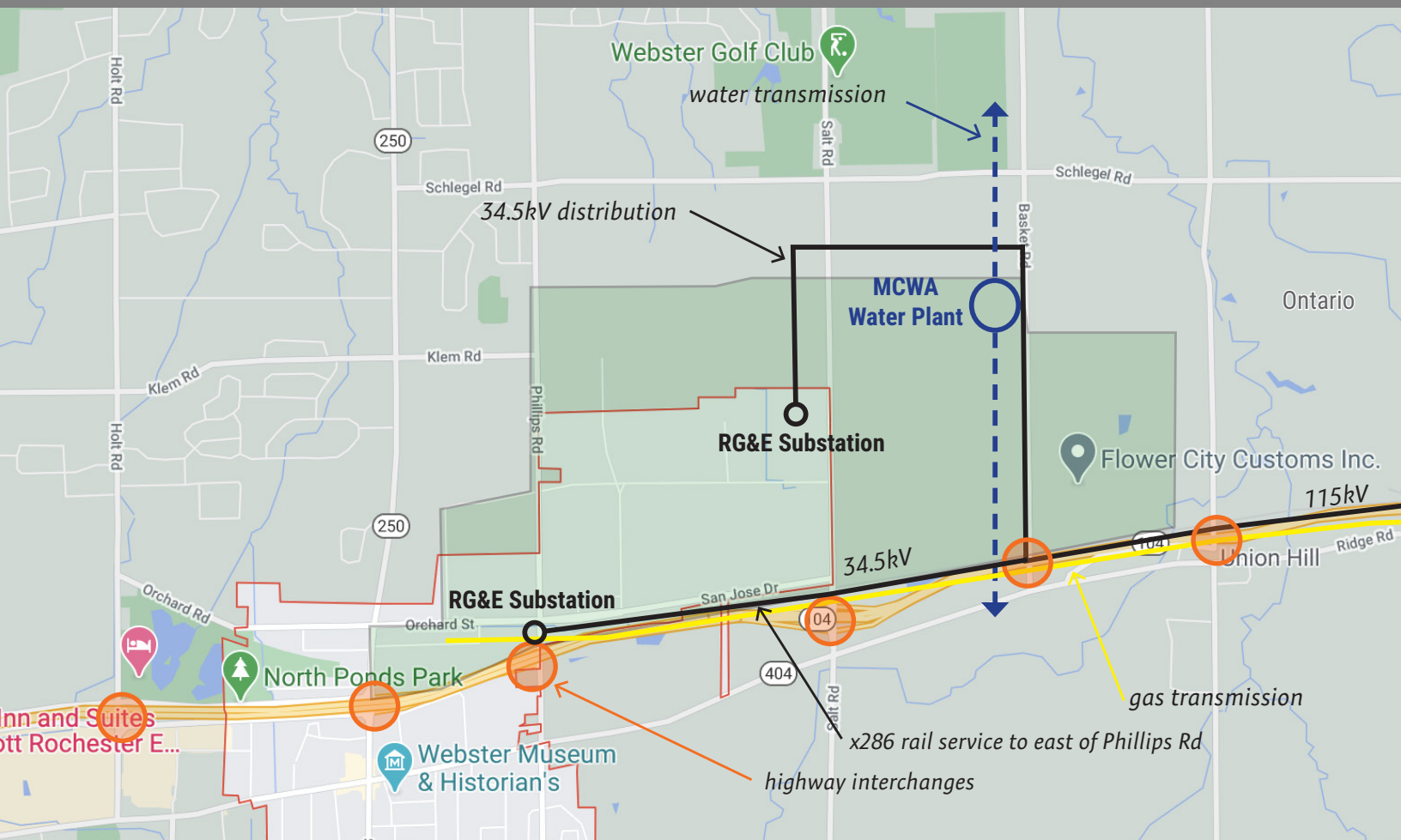


## Infrastructure

Webster has nearly all the key ingredients to become a major employment center within New York's Finger Lakes region. Chief among them is the myriad public and private infrastructure that support growth and investment throughout the community. The Town and Village are bisected by NY Route 104, a limited-access state highway with nine interchanges in Webster. Four of these are in the 1,250-acre North East Area for Technology industrial zone. The Town is serviced by a new regional water treatment facility with over 15 MGD of excess capacity and the capability to provide 10,000 tons of naturally chilled water for space/process cooling. Electric power into the NEAT zone is 115kV, 34kV and 12kV, and is paralleled by a x286 railroad corridor.

- **State Route 104 Limited Access Highway: 9 Total Interchanges;**
- **North East Area for Technology: 1,250-acre, 7 MSF Industrial Hub;**
- **Eastside Water Treatment Plant: 50 MGD capacity, 15-20 MGD available;**
- **Chilled Water: Capability to draw 10,000 tons of naturally chilled water;**
- **115kv, 34kv and 12kv power and high-pressure natural gas in industrial zone;**
- **x286 rail service via Ontario-Midland Rail Road.**

### Webster's Development Infrastructure







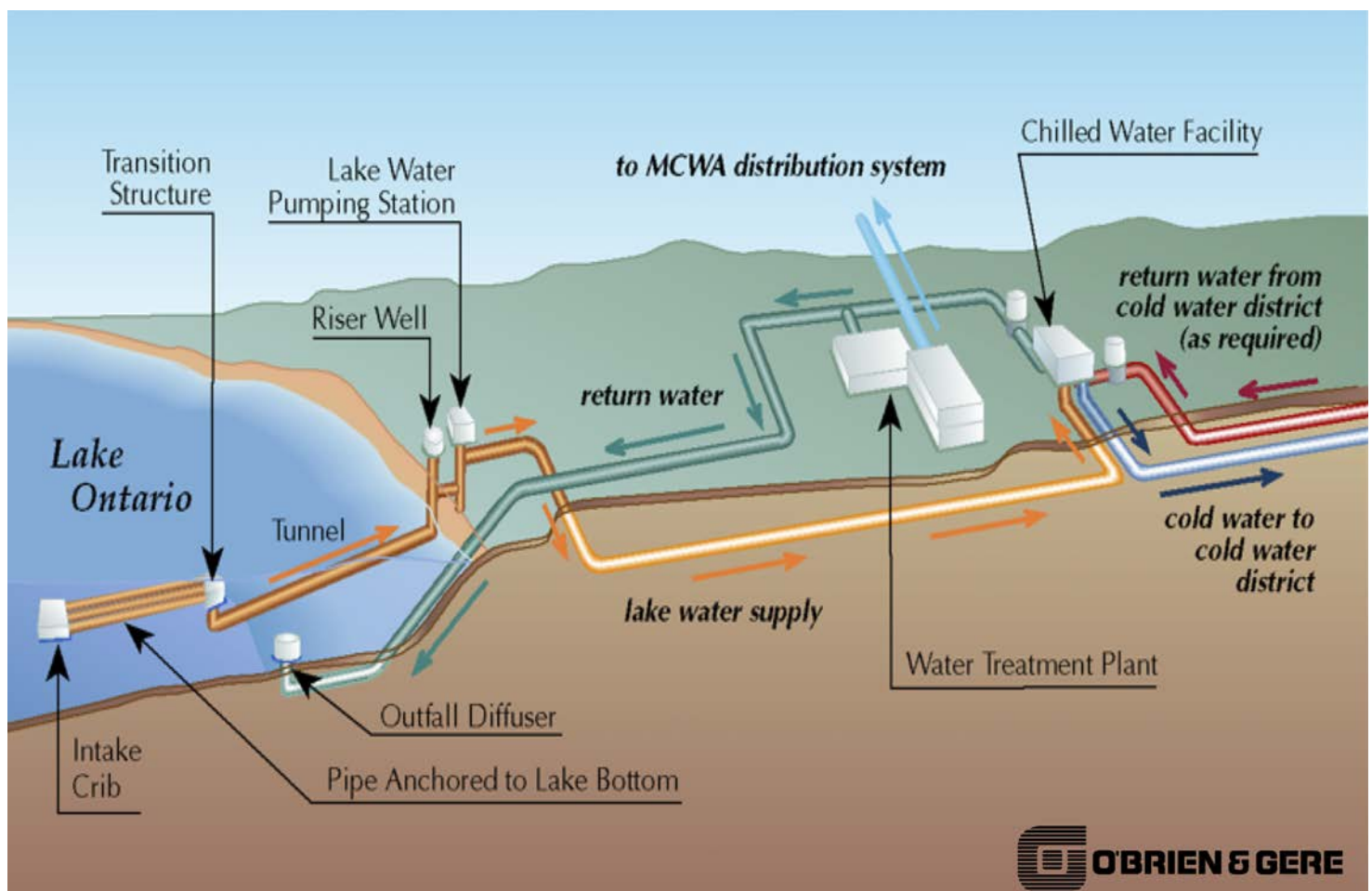


## Naturally Chilled Water District

The implementation of a Chilled Water District (CWD) has been considered since the early 1990's and was envisioned to reduce the energy and cost of cooling by using naturally cold water to offset mechanical refrigeration cycles that are more energy intensive. Since the conception of this project, two similar projects have been constructed in Toronto, Canada and at Cornell University in Ithaca NY.

A recent feasibility study compared the CWD to existing customers which already have invested in their own infrastructure to meet their cooling loads. In order for the CWD to be attractive, it would have to provide cooling water at a lower unit cost than the client is able to produce utilizing their own infrastructure. If the CWD were tailored to an ideal client, then the system and the client could be designed to meet the needs of the other.

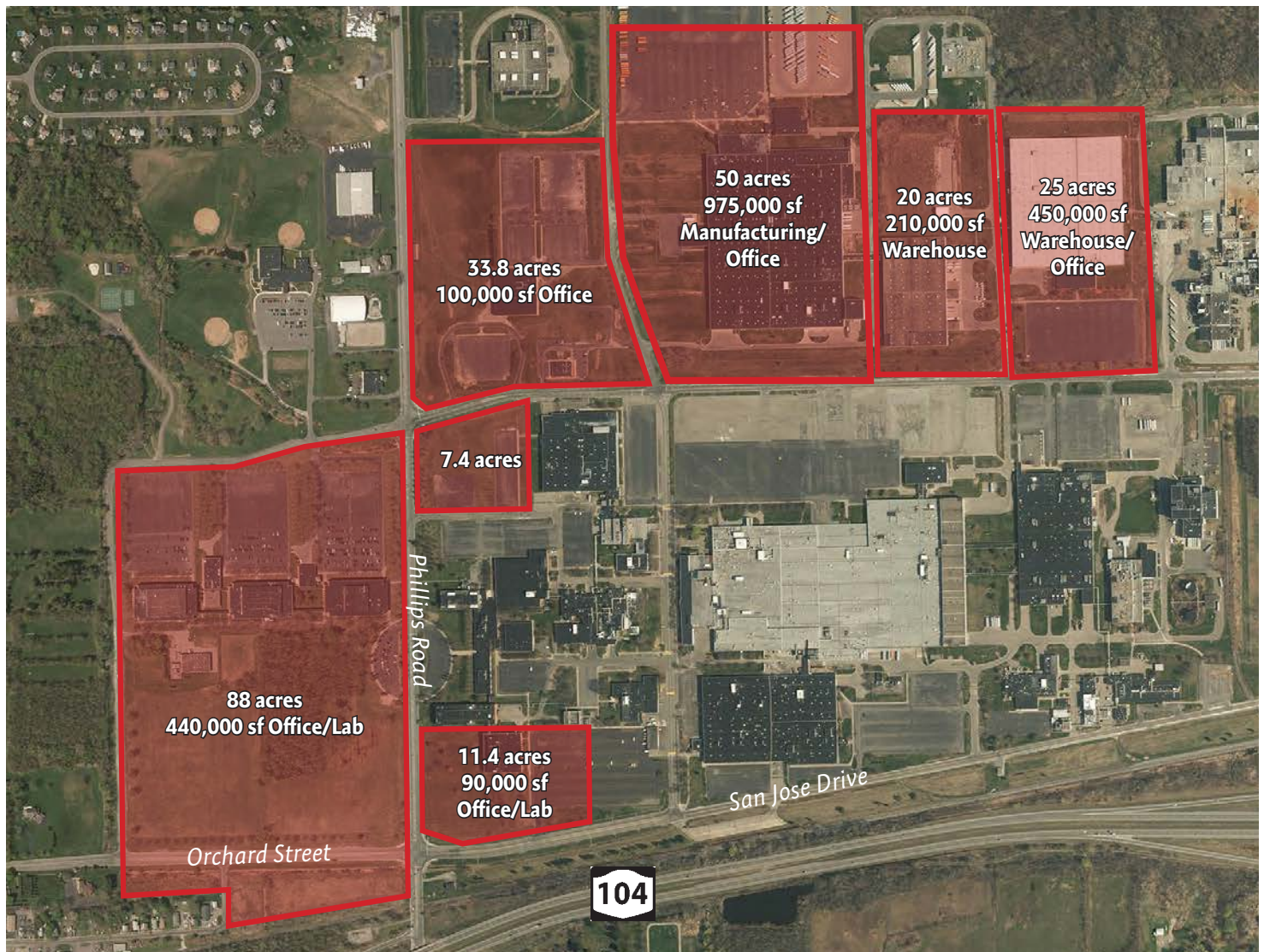
An ideal client for the CWD would be one that has a large, continuous cooling load year round that would match the infrastructure capacity of the CWD. The client would also be located at one site to reduce the capital cost of the distribution system. Clients that require large cooling loads are unique process industries or businesses that have large data centers.



## Xerox Campus

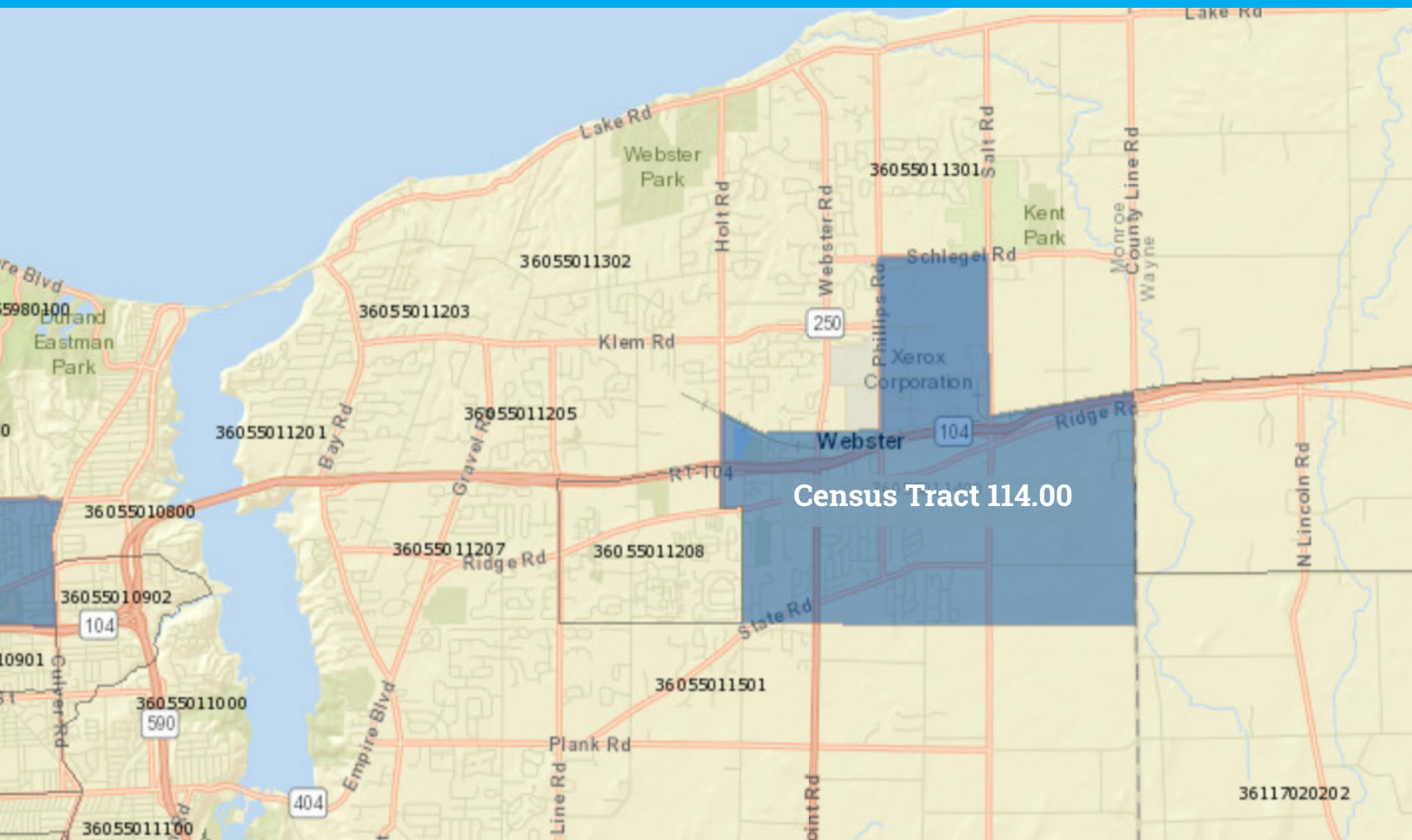
The entire campus is owned by Xerox Corporation and is zoned for Industrial / commercial use. The campus is served by two (2) 34.5 kV utility feeds., a redundant distribution network of 34.5 kV serves 2 substations. All buildings are dual fed with 13.2 KV or 4.2 KV from their respective substation. The West side of the campus (West of Phillips) is served by two (2) 34.5 kV utility feeds with dual 4.2 kV feeds to each building. The 5.7 MSF Xerox Corporation Campus has over 3 MSF of office, manufacturing and research space available for reuse.

- **Xerox Webster Campus: 776-acre, 5.7 MSF Campus with 40% vacancy;**
- **170+ acres of industrial land available for development;**
- **Community and campus capacity to support 10,000+ new jobs.**





## Webster's Opportunity Zone



# What is the Opportunity Zone Program?

The Opportunity Zone Program provides federal tax incentives for private entities to reinvest capital gains into Opportunity Funds. These funds are then used to invest in targeted communities throughout the country. The fundamental goal of the Opportunity Zone Program is to stimulate private investment in disadvantaged areas.

# What are Opportunity Funds?

A qualified Opportunity Zone Fund is any investment vehicle which is organized as a corporation or a partnership for the purpose of investing in qualified Opportunity Zone property (other than another OF) that holds at least 90 percent of its assets in qualified Opportunity Zone property. This can be a newly organized entity, or an existing entity can self-certify as qualified Opportunity Zone Fund.

## What are Opportunity Zones?

In mid-2018, the federal government designated Opportunity Zones from low-income community census tracts nominated at the state level. To qualify as a low-income community census tract, it must have an individual poverty rate of at least 20% and a median family income of up to 80% percent of the area median. In Webster, NY census tract 114.00 was designated as a qualified Opportunity Zone.





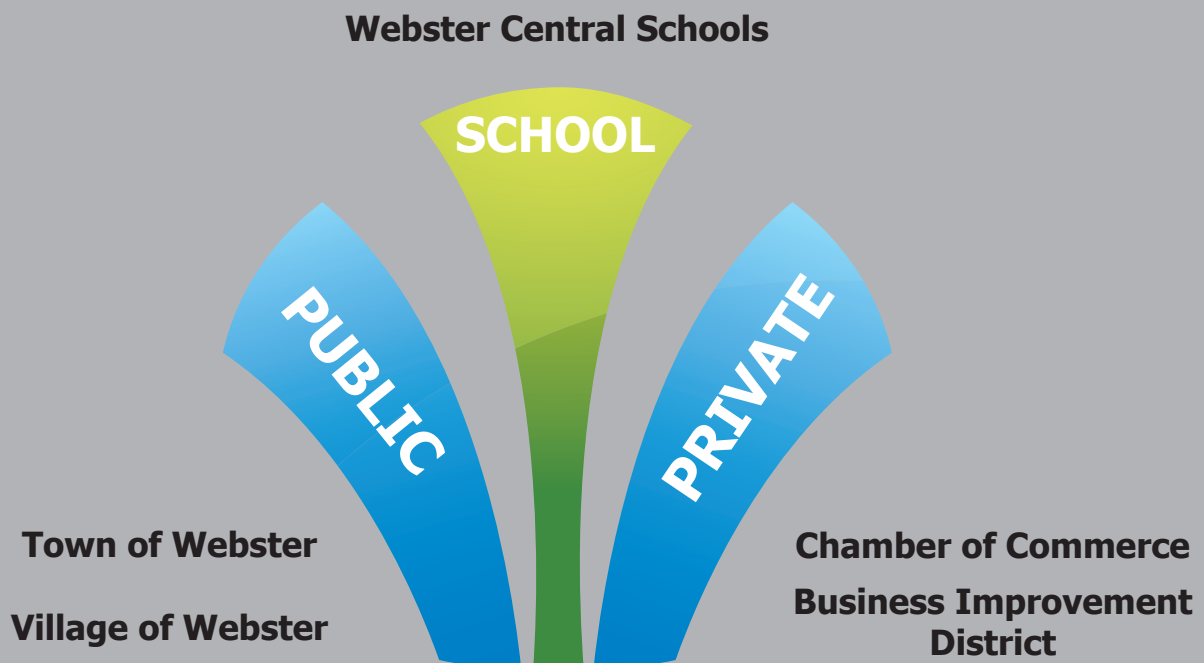


## Webster Economic Development Alliance

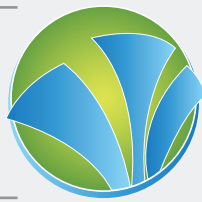
**Connecting. Facilitating. Communicating. Coordinating.** The Webster Economic Development Alliance (Alliance) is the single entity in Webster, NY that links municipalities, schools and businesses together.

The Alliance is a unique public-private partnership comprised of the Town of Webster, Village of Webster, Webster Central School District, Village of Webster Business Improvement District, and the Webster Chamber of Commerce.

The Alliance is dedicated to smart, slow and steady growth and support of Webster businesses and the community at large through a focus on Retention, Recruitment, Relationships, Resources.



The Alliance is a private, non-profit corporation organized under the laws of the State of New York and is recognized as a 501-c-3 organization by the US Internal Revenue Service. As a Local Development Corporation, the Alliance's primary goals are to plan, organize and implement local community and economic development activities in Webster, NY and coordinate with partner economic development agencies in the Rochester, NY and Finger Lakes Region.



**WEBSTER**  
ECONOMIC DEVELOPMENT ALLIANCE

## **Want to learn more?**

Reach out to the Webster Economic Development Alliance to discuss investment opportunities in Webster.

For more information contact:

**Matt Chatfield, Executive Director**  
**Webster Economic Development Alliance**  
**28 West Main St, Webster, NY 14580**  
**[matt.chatfield@WebsterEDA.org](mailto:matt.chatfield@WebsterEDA.org)**

