



COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY

MINUTES – AGENCY MEETING – April 17, 2007

Time & Place: 12:00 Noon, Ebenezer Watts Conference Center,
49 S. Fitzhugh Street, Rochester, New York

Board Present: T. Mazzullo (Chair), D. Conte, L. Doyle, S. Moore, H. Stuart

Also Present: J. Seil (Acting Executive Director), W. Zyra (President Monroe County Legislature),
E. Liberti, M. Townsend, Esq.

Chair Mazzullo called the meeting to order. S. Moore led the Pledge of Allegiance. The Public Forum was opened. David Alexander, Carpenters Union Local 85, asked for information regarding the sale of the Irondequoit Mall. M. Townsend noted that the transaction was a private sale of Adam Bersin's interest in Bersin Properties LLC; Bersin Properties remains the owner of the mall, and COMIDA benefits approved for Bersin Properties are unaffected. John Nasarenko, Irondequoit, asked for information regarding the jobs created by the Bersin Properties project. J. Seil noted that the project was in compliance with all requirements of its PILOT agreement at the time of the transaction, including additional lease-up of space, job creation and additional capital investment. Chuck Peaslee, Carpenters Union Local 85, noted the announcement of the Bon-Ton store closing, and the impact on total job creation for the Irondequoit Mall project. Chuck Peaslee also referenced the Collegetown project in Henrietta, Wilmorite back taxes for the Sibley building and exemptions for retail projects. M. Townsend noted that the project is primarily housing, with only 67,000 square feet of the 636,000 square foot project for retail. The law allows retail when it is less than 30% of the project. Wilmorite does not owe back taxes on the Sibley building. That entity is Rochwill, which is a totally separate legal entity, with different principals than the Collegetown project, so there is no relation between the two projects as far as ownership. Ron Cocquyt of Wiljeff, LLC, clarified that the land is owned by RIT and it will be sold to Wiljeff LLC. The retail space will include 40,000 square feet that will be leased to RIT to house their campus bookstore. The bookstore will be managed by Barnes & Noble. Bill McCoy, Metro Justice asked for clarification on ownership interests of the Sibley building, Wiljeff, Wilmorite and the Collegetown project which board counsel provided. There being no other speakers, the Public Forum was closed.

J. Seil presented the following applications for agency consideration:

Wiljeff, LLC (Lease/leaseback with JobsPlus and Shelter Rent PILOTS)

The company was represented by Ronald Cocquyt and Kevin Wilmot. The applicant is proposing to acquire a 60 acre parcel located at the corner of Jefferson Road and John Street in the Town of Henrietta for the construction of a 300 apartment/student housing complex. The complex of approximately 636,000 square feet, will include related mixed use retail space (64,000 square feet), including the 40,000 square foot RIT book store to be managed by Barnes & Noble. The complex will be called Collegetown at RIT and is being constructed pursuant to a Request for Proposal issued by Rochester Institute of Technology in response to a shortage of student housing. The total project cost is approximately \$72 million with over \$51 million of the project for student housing. The businesses anticipated to occupy the complex expect to create over 270 jobs, including 55 full-time. The company seeks approval of the Shelter Rent and JobsPlus PILOTS. After a brief discussion and on a motion made by H. Stuart and seconded by L. Doyle, a resolution was adopted approving SEQR for the subject property. All Aye. On a motion made by H. Stuart and seconded by S. Moore, an inducement resolution was adopted approving subject project up to \$100,000. All Aye.

Mirror Show Properties (Lease/leaseback with JobsPlus)

The company was represented by Jon I. Yaeger. Mirror Show Management, Inc. (MSM) is an exhibit design and trade show management firm. MSM designs and manufactures custom trade show exhibits and provides tradeshow management. The company has outgrown its existing space and is purchasing a 126,000 square foot building at 925 Publishers Parkway in the Town of Webster for \$1.8 million. The applicant will be adding a 25,000 square foot addition to the facility at a cost of \$2.7 million and will be equipping the facility for approximately \$258,000. MSM currently employs 50 and expects to increase employment by 15 over the next five years. The applicant seeks approval of JobsPlus tax abatement. After a brief discussion and on a motion made by H. Stuart and seconded by L. Doyle, a resolution was adopted approving SEQR for the subject property. S. Moore abstained. All others Aye. On a motion made by L. Doyle and seconded by D. Conte, an inducement resolution was adopted approving subject project up to \$100,000. S. Moore abstained. All others Aye.

2245 BHTL LLC (Lease/leaseback with JobsPlus)

The company was represented by Eric Jones and William Yates. 2245 BHTL LLC is purchasing 4.2 acres at 2245 Brighton Henrietta Townline Road and constructing a 42,500 square foot facility which will be leased to Tyco Electronics/ELO Touchsystems (ELO). ELO is a global leader in the manufacture of touch screen display systems used in diverse applications such as industrial, medical, POS, kiosks, retail, hospitality, transportation, office automation, and gaming. This \$3.9 million project will impact 37 FTE, and is projected to create 20 new FTE within 5 years. The applicant is seeking approval of the JobsPlus tax abatement. After a brief discussion and on a motion made by H. Stuart and seconded by D. Conte, a resolution was adopted approving SEQR for the subject property. S. Moore abstained. All others Aye. On a motion made by L. Doyle and seconded by D. Conte, an inducement resolution was adopted approving subject project up to \$100,000. S. Moore abstained. All others Aye.

Continuing Development Services, Inc. (Civic Facility Bond)

The company was represented by Judy Consadine. Continuing Developmental Services, Inc. (CDS) is a non-profit human services organization that provides services to over 2,100 individuals with developmental disabilities in Monroe County and surrounding areas. CDS operates 22 residences, employment programs, day services programs and family support services. CDS is proposing to build a 60,000 square foot building on 10 acres in the Town of Webster to house a work-training program, a day-hab program and corporate and program administrative staff. The project will utilize up to \$10 Million in Tax Exempt Bond financing, and will impact 182 existing employees and result in the creation of 28 new FTEs over the next five years. After a brief discussion and on a motion made by H. Stuart and seconded by S. Moore, a resolution was adopted approving SEQR for the subject property. All Aye. On a motion made by D. Conte and seconded by H. Stuart, an inducement and final resolution was adopted approving subject project. All Aye.

Monroe Village Associates, LLC (Lease/leaseback with JobsPlus)

The company was represented by David Dworkin and Mike Alcorn. The applicant is proposing to construct a 10,000 square foot building on 1.1 acres at Village Square Boulevard in the Village of Honeoye Falls. The building will be leased to Custom Brewcrafters, a local microbrewery specializing in developing custom brews for local restaurants and tavern owners. The new facility will allow Custom Brewcrafters to add additional tanks and a bottling line. This \$920,000 project will impact 13 FTE, and is projected to create 5 new FTE within 5 years. Custom Brewcrafters is also applying for a GreatRate through MCIDC for \$350,000 in new equipment. After a brief discussion and on a motion made by H. Stuart and seconded by S. Moore, a resolution was adopted approving SEQR for the subject property. All Aye. On a motion made by D. Conte and seconded by L. Doyle, an inducement resolution was adopted approving subject project. All Aye.

JJM Kreag Rd. LLC

(Lease/leaseback with JobsPlus)

The company was represented by Jennifer Starks. ECC Technologies, Inc. (ECC) is a full-service technology and communications consulting firm specializing in telecommunication planning and analysis. ECC designs and develops comprehensive network infrastructure associated with data, voice, video and security systems. JJM Kreag Rd. LLC recently purchased a 1,100 square foot facility at 626 Kreag Road in the Town of Perinton, and is proposing to construct a 3,300 square foot addition. The completed facility will serve as the corporate offices of ECC and will accommodate future growth of the company. The total project cost is \$588,000 and will impact 12 existing FTE and result in the creation of 10 FTE within five years. After a brief discussion and on a motion made by H. Stuart and seconded by S. Moore, a resolution was adopted approving SEQR for the subject property. All Aye. On a motion made by L. Doyle and seconded by D. Conte, an inducement resolution was adopted approving subject project. All Aye.

Action Auto Wrecking

(EquiPlus)

The company was represented by Julie Sullivan. Action Auto Wrecking (AAW) recycles automobiles for reusable parts and materials. AAW will be purchasing a 2007 Ford F650 flatbed tow truck. The cost of the truck is \$60,000. AAW employs 3 FTE and will be creating 1 new full time position. AAW has been approved for a GreatRate through Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus. After a brief discussion and on a motion made by S. Moore and seconded by H. Stuart, an inducement resolution was adopted approving subject project. All Aye.

Immediate Care East: Walk-In Medical Treatment, PLLC (EquiPlus)

The company was represented by Todd Henderson. Immediate Care East: Walk-In Medical Treatment, PLLC (ICE) plans to open an after hours medical care office at 1600 Moseley Road in the Town of Perinton. ICE will offer after hour treatment for minor emergency problems including fevers, simple wounds, flu, etc. Similar health care services are currently not being offered in the immediate area. ICE will be purchasing an Electronic Medical Records (EMR) system for \$52,837 and is seeking approval of the EquiPlus on the purchase. ICE has been approved for a GreatRate through Monroe County Industrial Development Corporation and will be creating 7 FTE. The project serves a need in the community by relieving the burden on overcrowded emergency departments at area hospitals. After a brief discussion and on a motion made by L. Doyle and seconded by H. Stuart, an inducement resolution was adopted approving subject project. All Aye.

On motion made by S. Moore and seconded by L. Doyle, minutes for the meeting of March 20, 2007 were reviewed and adopted and approved. All Aye.

M. Townsend, Board Counsel, presented the following items for Agency Action:

Miscellaneous Items:

-Ten Carriage Street

On a motion made by H. Stuart and seconded by S. Moore, a resolution was adopted approving refinancing of the above project to include mortgage tax exemption. All Aye.

-Tower Investments/St. Josephs Parking Garage

On a motion made by H. Stuart and seconded by S. Moore, a resolution was adopted approving assumption of operations by Tower Investments, replacing the defaulted debtor. All Aye.

Final/Approval over \$100,000

-Getinge Sourcing

On a motion made by H. Stuart and seconded by L. Doyle, approval over \$100,000 and a final inducement resolution was adopted for the above project. All Aye.

The Public Forum was reopened by Chair Mazzullo. Chuck Peaslee, Carpenters Union Local 85, inquired about the quality of jobs created by COMIDA projects. Chair Mazzullo emphasized that all projects are subjected to a benefit/cost analysis. This model was created by an independent group, the Center for Governmental research. All approved projects must yield benefits in excess of costs. D. Conte, Board Member, emphasized the need to track job creation requirements. J. Seil, Acting Executive Director indicated that the Annual Financial Report to the New York State Comptroller, which includes job creation, will be available shortly. Additionally, Bob Enright, The Bonadio Group, reported on their monitoring activities for the last month. Thirty eight (38) site visits were made to 23 sites. 26 were original visits, the others were follow-up. 190 workers were identified; 4 were from outside the local labor area. On the subsequent follow-up visit, conducted within 24 hours, these workers were no longer on the job sites; the sites were 100% compliant. Bill McCoy, Metro Justice, requested clarification on job creation reporting process. J. Seil indicated that companies that do not respond to initial requests for information receive extensive follow up. Companies that do not respond, as well as those that do not meet their job creation requirements are reviewed by a committee of the board. Action is then taken, up to and including revocation of PILOT agreements. The committee reports such actions to the full board. There will be a special meeting April 25, 2007 at 50 W. Main Street, Suite 8100, Rochester, New York, to consider the application of Carestream Health Inc. The Public Forum was closed. There being no further business, the meeting was adjourned.