



COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY

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## MINUTES – AGENCY MEETING – October 20, 2009

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

Board Present: R. Hurlbut ( Acting Chair), E. Caccamise, L. Doyle,  
S. Moore

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

Acting Chair Hurlbut called the meeting to order. Executive Director Seil led the Pledge of Allegiance.

Acting Chair Hurlbut opened the Public Forum. Ray Tierney, Brighton Town Council, spoke in support of the Cortese Dodge project to be considered at this meeting. Mr. Tierney also offered his comments with regard to a conversation he had with the Webster Town Supervisor, specifically comments made by COMIDA counsel at a Public Hearing. There being no further speakers, the Public Forum was closed.

There was no report on the Requests for Verified Exemptions from The Bonadio Group.

Dick Usselman of Loewke & Brill Consulting presented the Monitoring Report for the period of August 29 – October 2, 2009. During that time, 17 monthly visits were conducted. Of the 61 workers that were identified, three were noncompliant on the initial visit. Two follow up visits were conducted. As of October 2, 2009 all monitored sites were compliant. Loewke & Brill delivered signs to 1 new project. Two projects were completed this month.

J. Seil presented the following applications for agency consideration:

**Armand D'Alfonso, as agent for entity to be formed**  
**Nothnagle Realtors and Allstate Nothnagle insurance Agency as tenants (Lease/Leaseback)**

The company was represented by Armand D'Alfonso. The applicant is proposing to acquire and renovate an historic office building in the Cascade District of the City of Rochester. The four story, 27,000 square foot building will be completely renovated into Class A office space to serve as the new headquarters for Nothnagle Realtors and Allstate Nothnagle Insurance Agency. The project also consists of the acquisition of a parking lot located directly adjacent to the property. Nothnagle Realtors is a full-service realty firm serving Western New York. Allstate Nothnagle Insurance Agency provides homeowners, auto and life insurance products. The \$3.9MM project will impact 42 existing employees and is projected to create 15 new FTE within three years. The applicant seeks approval of JobsPlus property tax abatement. The Jobs Plus job creation requirement is 5 FTE. A Public Hearing was held in the City of Rochester on October 19, 2009 with no public comments received. After a brief discussion and on a motion made by L. Doyle and seconded by S. Moore, a final resolution was adopted approving subject project. All Aye.

**Seton Properties, LLC/Studco Building Systems** (Lease/Leaseback)

The company was represented by Gordon Stevens. Studco Building Systems US, LLC (Studco) is a manufacturer of prefabricated framing systems and steel building products. Studco is proposing to construct a 34,850 square foot manufacturing plant with a 9,600 SF canopy and 14,400 SF of office space. The new facility will be located on 8.9 acres at 1700 Boulter Industrial Parkway in the Town of Webster. The \$2.8MM project will impact ten existing employees and is projected to create three new FTE within three years. Five employees are expected to remain at the Basket Road facility which will remain operational. The applicant seeks approval of JobsPlus property tax abatement. The Jobs Plus job creation requirement is 2 FTE. A Public Hearing was held in the Town of Webster on October 20, 2009 with no public comments received. After a brief discussion and on a motion made by E. Caccamise 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 S. Moore, an inducement resolution was adopted approving subject project. All Aye.

**Cortese Dodge, Inc.** (Lease/Leaseback)

The company was represented by John Cortese. Cortese Dodge, Inc. (Cortese) is an automobile dealership located at 2400 West Henrietta Road in the Town of Brighton. Founded in 1974, Cortese was the first dealership in the Cortese Auto Group which has grown to include three other dealerships in the Town of Brighton. Cortese is proposing to renovate and expand their 25,511 square foot facility to meet the criteria for acquiring the Chrysler and Jeep Brands. The completed project will include a 1,824 square foot addition to be used as a new showroom, expanded customer lounge and new office space. The \$1.4MM project will impact 41 existing employees and is projected to create 5 new FTE within three years. The applicant seeks approval of JobsPlus property tax abatement. The Jobs Plus job creation requirement is 5 FTE. A Public Hearing was held in the Town of Brighton on October 19 2009 with no public comments received. After a brief discussion and on a motion made by S. Moore and seconded by L. Doyle, a resolution was adopted approving SEQR for the subject property. All Aye. On a motion made by L. Doyle and seconded by S. Moore, an inducement resolution was adopted approving subject project. All Aye.

On motion made by L. Doyle and seconded by S. Moore, minutes for the meeting of September 15, 2009 were reviewed and adopted and approved. All Aye.

Executive Director Seil reviewed the proposed 2010 Budget, as approved by the Audit Committee. Overall, revenues are projected to be essentially flat. The proposed budget anticipates fee income of \$1,300,000 and Interest Income of \$15,000. Total revenues of \$1,315,000. Total Expenses of \$1,622,800 include Community Investment of \$810,000 (TEN, High Falls Film Festival, Rochester International Film Festival, etc.), the \$200,000 annual contribution to the Greater Rochester Enterprise (down from \$300,000), Professional Fees of \$270,000 (Legal, Monitoring, Audit, etc.) and the \$260,000 payment to Monroe County. Net cash outflow of \$307,800. Executive Director Seil noted that pending NYS Legislation could impact operations going forward. On a motion made by E. Caccamise and seconded by S. Moore, a resolution was adopted approving the 2010 Budget as presented.

Executive Director Seil briefly reviewed the Economic Development Department results to date. Reflecting current economic conditions, overall the number of projects is down from this time last year, however she noted that the department has worked on 62 projects, representing over \$130 Million in capital investments within Monroe County. She thanked the staff for their hard work.

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

**Miscellaneous**

**-Scannell #46 LLC – Fedex Ground as Tenant**

On a motion made by L. Doyle and seconded by S. Moore, a resolution was adopted approving sale of the property to Compson Development Corporation who have assigned the contract to 225 Thruway Park LLC, continuation of the existing PILOT agreement, and assignment of the financing . All Aye.

**-Rochester Broadway Theater League**

Mr. Townsend noted that in 2005, COMIDA provided a guaranty of a \$1.65 Million loan made to the Rochester Broadway Theater League. That note has now come due and is being refinanced at its current balance of \$1.2 Million. On a motion made by S. Moore and seconded by E. Caccamise, a resolution was adopted approving COMIDA as a co-signor/direct obligor on the new note and mortgage. All Aye.

There being no further business, on a motion made by S. Moore and seconded by L. Doyle, the meeting was adjourned.