



COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY

**AGENDA – AGENCY MEETING OF DECEMBER 21, 2010
EBENEZER WATTS CONFERENCE CENTER– 12:00 NOON**

1. Call meeting to order
2. Pledge of Allegiance
3. Introduction of New Board Member
4. Public Comments
5. Loewke Brill Report
6. Applications:

**International Business Machines Corporation (Lease/Leaseback – sales tax only)
New Orchard Road
Armonk, NY 10504**

**Project Address: 1630 Long Pond Road
Greece, NY 14626**

International Business Machines Corporation (IBM) is proposing to renovate and modernize its 190,000 square foot data center located in the Canal Ponds Business Park in the Town of Greece. IBM will be investing \$5 million to restore and upgrade specific infrastructure systems including cooling towers and heat exchanges, building management systems, AC systems and UPS systems (uninterruptible power supply). IBM will also be purchasing \$35 million in computer hardware, software and other related equipment over the next five years. The \$40 million project is required to ensure a high degree of reliability and security for their data center customers. IBM seeks approval of sales tax exemption only.

**Butler Till Media Services, Inc. (EquiPlus)
2349 Monroe Avenue
Rochester, New York 24618**

**Project Address: Eagles Landing Business Park
1565 Jefferson Road
Rochester, New York 14623**

Butler Till Media Services, Inc. (Butler Till) is a full-service media planning and buying agency founded in 1998 by Sue Butler and Tracy Till. Butler Till intends to relocate to Eagles Landing Business Park in the Town of Henrietta where they will lease 17,670 square feet of office space. Butler Till will be investing \$401,343 to build-out and equip the space for their 60 existing employees and expects to create 4 new FTE in the next two years. Butler Till has been approved for the GreatRebate program through Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus program.

Six Month Smiles, Inc. (EquiPlus)
3258 Union Street
North Chili, NY 14514

Project Address: 35 Main Street
Scottsville, NY 14546

Six Month Smiles, Inc. (SMS) has developed a product which offers a quicker alternative to adult cosmetic orthodontics. Dr. Ryan Swain has developed training classes and seminars for dentists, along with a patient tray kit for use by the dentist which includes the necessary orthodontic tools, wires & brackets. SMS will be investing \$400,000 to renovate the interior of an existing 5,382 square foot facility. SMS currently employs 13 FTE and expects to create an additional 17 within the next year. SMS had been approved for the GreatRebate program through the Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus program.

Homeowners Mortgage of America, Inc. (EquiPlus)
100 Galleria Pkwy., Suite 1400
Atlanta, Georgia 30339

Homeowners Mortgage of America, Inc. (HMA) is a full-service residential mortgage lender specializing in refinancing prime mortgage loans, FHA loans and other government-sponsored home loan programs. Founded in Atlanta in 1988, HMA operates sales centers in Atlanta, Jacksonville, Charlotte, Raleigh and Savannah. HMA will be establishing their sixth sales center at 1 S. Washington Street in the City of Rochester and expects to create 42 new jobs with the first 90 days of opening. HMA will be investing \$70,000 to equip their space with computers, phone systems and printers. HMA has been approved for the GreatRebate program through Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus program.

Gallina Cambridge LLC (Lease/Leaseback with JobsPlus)
1870 South Winton road, Suite 220
Rochester, New York 14618

Project Tenant/Address: Camden Group
1882 South Winton Road
Rochester, New York 14618

Gallina Cambridge LLC proposes to build out approximately 2,500 square feet of an existing 19,600 square foot building in the Town of Brighton which also houses Medaille College. The space will be leased to Camden Group, a Health Care Management Consultant company. The \$225,000 project is projected to create 3 new FTEs within three years. The applicant seeks approval of JobsPlus property tax abatement. The JobsPlus job creation requirement is 1 FTE.

525

**545 Colfax, Inc.
Lee Road
Rochester, New York 14606**

(Lease/Leaseback – Sales tax only)

**Project Address: 1121 Lexington Avenue
Rochester, New York 14606**

545 Colfax, Inc. was formed in 2009 to support Cannon Industries customer demand for tube fabrication and automated powder coating. Cannon Industries, Inc. is a sheet metal and custom weld fabricator in the contract manufacturing industry. 545 Colfax, Inc. will be leasing a 35,000 square foot facility at 1121 Lexington Avenue in the City of Rochester and is proposing \$409,500 in renovations and equipment purchases. The total project is approximately \$3.5 million and includes the acquisition of \$1.7 million in manufacturing equipment. The project is projected to create 40 new FTE within three years. 545 Colfax, Inc. seeks approval of sales tax exemption only. The City of Rochester and New York State are each supportive of the project and will be providing additional assistance.

7. Approval of Minutes – Agency Meeting November 16, 2010
8. Chairman Mazzullo – Discussion Items
9. Executive Director Seil – Discussion Items
10. Legal Counsel Townsend, Discussion Items

Termination:

-Linden Associates (430 Linden Ave., Rochester, NY)

Miscellaneous Items:

-Spectracom - Relocation to Eagles Landing/Increase Sales Tax Project Costs from \$250,000 to \$400,000.

-Benefit Resource – increase EquiPlus project cost from \$500,000 to \$700,000.

The next scheduled meeting of the Agency will be Tuesday, January 18, 2011.