



COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY

MINUTES – AGENCY MEETING – October 18, 2011

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

Board Present: T. Mazzullo (Chair), A. Burr, E. Caccamise,
R. Hurlbut, S. Moore, H. Stuart

Also Present: J. Seil (Executive Director), E. Liberti, M. Townsend, Esq.

Chair Mazzullo called the meeting to order. A. Burr led the Pledge of Allegiance.

Chair Mazzullo opened the Public Forum. There being no speakers, the Public Forum was closed.

Mike Loewke of Loewke & Brill Consulting presented the Monitoring Report for the period of September 1, 2011 – September 30, 2011. During that time, 60 monthly visits were conducted. Of the 709 workers that were identified, none were noncompliant on the initial visit. As of September 30, 2011 all monitored sites were compliant. Loewke & Brill delivered signs to 2 new projects.

J. Seil presented the following applications for agency consideration:

Sutherland Global Services, Inc. (Sales Tax Exemption Only)

The company was represented by Joe Buggy. Sutherland Global Services, Inc. (Sutherland) provides business outsourcing solutions, for back office and front office operations, to various industries including banking, finance, insurance, healthcare, telecommunications, technology and gaming. In 2010, Sutherland leased 68,000 square feet at the Rochester Tech Park (RTP) in the Town of Gates, and invested \$2 million. Employment at that time 2,199. Sutherland now proposes to lease an additional 39,000 square feet at RTP and invest \$2.5 million in equipment and furnishings in this and other Monroe County locations to support new contracts. Sutherland now employs 2,741 in Monroe County and is projecting to create 450 new jobs. Sutherland has been approved for a GreatRebate through MCIDC and is seeking approval of the EquiPlus sales tax exemption. A Public Hearing was held in the Town of Gates on October 17, 2011. After a brief discussion and on a motion made by H. Stuart and seconded by A. Burr, a resolution was adopted approving subject project. All Aye.

1612 Ridge Rd, LLC (Lease/Leaseback w/ JobsPlus) **LA Fitness International LLC (Sales Tax Only)**

The company was represented by Betsy Brugg. 1612 Ridge Rd, LLC is proposing construction of 45,000 square foot fitness center on 4 acres at the corner of East Ridge Road and Kings Highway in the Town of Irondequoit. The project, which will require demolition of two former auto dealership facilities, will include a swimming pool, sauna, racquetball, basketball and other fitness related facilities. The Town of Irondequoit has provided a letter of support to this \$10,000,000 project, citing it as a desirable redevelopment of the East Ridge Road corridor. The project is projected to create 30 new FTE jobs at opening. The applicant seeks approval of JobsPlus property tax abatement. The tenant, LA Fitness International LLC seeks approval of sales tax exemption on \$850,000 of equipment, furniture and fixtures. A Public Hearing was held in the Town of Irondequoit on October 18, 2011. Upon inquiry

by the Chair, the applicant representative confirmed that the applicant is aware of the Local Labor requirements. 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 a. Burr and seconded by s. Moore, an inducement resolution was adopted approving subject projects. All Aye.

Rochester True North Lodging, LLC (Lease/Leaseback w/ Jobs Plus)

The company was represented by Brad Wiens. Rochester True North Lodging, LLC will be constructing an 80,000 square foot, 4- story Hampton Inn & Suites on a 3.78 acre site in Henrietta, NY. The 126 room hotel will feature 40 king suites along with exercise facilities, meeting space and an executive boardroom. The \$15 million project is projected to create 35 new FTE within three years. The applicant seeks approval of JobsPlus property tax abatement. The Town of Henrietta has provided a Letter of Support for this project and the requested property tax abatement. Upon inquiry by the Chair, the applicant representative confirmed that the applicant is aware of the Local Labor requirements. A Public Hearing was held in the Town of Henrietta on October 17, 2011. After a brief discussion and on a motion made by H. Stuart and seconded by E. Caccamise, a resolution was adopted approving SEQR for the subject property. All Aye. On a motion made by E. Caccamise and seconded by A. Burr, an inducement resolution was adopted approving subject project. All Aye.

Boundary Fence of Rochester LLC (Sales Tax Exemption Only)

The company was represented by Jim Quinn. Boundary Fence of Rochester LLC (BFR) is a manufacturer and distributor of vinyl fence and railing products which are sold to commercial fence installers and retail suppliers located primarily in Upstate New York, New England and Eastern Canada. BFR is an upstate expansion of Boundary Fence which is currently located on Long Island and in New Jersey. BFR will be leasing a formerly vacant 78,000 square foot facility in the Town of Gates. The \$1.6 Million project includes renovations and equipment. The project is projected to create 74 new FTE jobs over five years. Executive Director Seil noted that the project has been approved by New York State's Excelsior program. The applicant seeks approval of sales tax exemption only on \$445,000 of renovations and non-manufacturing equipment. Upon inquiry by the Chair, the applicant representative confirmed that the applicant is aware of the Local Labor requirements. After a brief discussion and on a motion made by a. Burr and seconded by E. Caccamise, a resolution was adopted approving subject project. All Aye.

Fresnel Optics, Inc. (Lease/Leaseback with JobsPlus) Approval up to \$100,000

The company was represented by Brian Parks. Fresnel Optics, Inc. (Fresnel) is a subsidiary of the Reflexite Corporation (Reflexite), a global supplier of microstructured optics components for the lighting, solar power, instrumentation and display industries. Reflexite was recently acquired by Orafol, a private German corporation that has a need for a much larger volume of the tooling than currently being manufactured by Fresnel. Orafol considered establishing a new manufacturing facility in Germany and Savannah, Georgia, before deciding to expand Fresnel's existing manufacturing operation in Monroe County. Fresnel is proposing a 48,000 square foot expansion to their 28,000 square foot facility on 5.2 acres in the Town of Henrietta. The \$4 million project is projected to create 7 new FTE within three years. The applicant seeks approval of JobsPlus property tax abatement. A Public Hearing was held in the Town of Henrietta on October 17, 2011. Executive Director Seil noted that the project has been approved for additional assistance by New York State. Upon inquiry by the Chair, the applicant representative confirmed that the applicant is aware of the Local Labor requirements. After a brief discussion and on a motion made by H. Stuart and seconded by A. Burr, an inducement resolution, up to \$100,000 in benefits subject to completion of the SEQR process was adopted. All Aye.

On motion made by S. Moore and seconded by H. Stuart, minutes for the meeting of September 20, 2011 were reviewed and adopted and approved. All Aye.

A. Burr of the Finance Committee reviewed the proposed 2012 Budget. Overall, revenues are projected to be down slightly, reflecting fewer anticipated projects. Non-Operating expenses, which include County payment, Greater Rochester Enterprise, Consulting & Lobbying and The TEN program, are projected to remain flat. Operating expenses reflect a slight increase in wages & benefits and an increase in Legal Fees related to ongoing New York State Sales Tax Audits of COMIDA clients. On a motion made by A. Burr and seconded by E. Caccamise, a resolution was adopted approving the 2012 Budget as presented. All Aye.

Chair Mazzullo asked H. Stuart, as chair of the Governance Committee to report on the most recent committee meeting. H. Stuart noted the committee reviewed the Governance Committee Charter, as well as the Bylaws and Policies of the County of Monroe Industrial Development Agency, with no recommended amendments. There were no contracts need to be reviewed, however the Committee asked that staff provide a summary of contract status prior to year end. The next meeting of the Governance Committee will take place in April 2012.

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

Miscellaneous:

-Gallina – 500 Mile Crossing

On a motion made by H. Stuart and seconded by S. Moore, a resolution was adopted approving Restaurant Technologies as an additional tenant. All Aye.

- S&S Realty/Lake Beverage/900 John Street

On a motion made by A. Burr and seconded by S. Moore, a resolution was adopted approving a \$200,000 increase in project costs to \$2,674,903. All Aye.

- Unity at Ridgeway

Discussion of an amendment to the existing PILOT; referred to the Compliance Committee for recommendations to be presented at the next meeting.

- Premium Mortgage Corp.

On a motion made by H. Stuart and seconded by R. Hurlbut, a resolution was adopted approving a \$77,000 increase in project costs to \$197,000. All Aye.

- Gallina – 1880-1882 South Winton Road

On a motion made by R. Hurlbut and seconded by E. Caccamise, a resolution was adopted approving a mortgage tax exemption on a \$4,750,000 mortgage which was not contemplated in the original application. All Aye.

There being no further business, on a motion made by E. Caccamise seconded by R. Hurlbut, the meeting was adjourned.