



COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY

MINUTES – AGENCY MEETING – August 21, 2012

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

Board Present: T. Mazzullo (Chair), E. Caccamise, C. Campbell,
R. Gerbracht, S. Moore

Also Present: J. Seil (Executive Director), R. Yolevich (Monroe County Legislature),
E. Liberti, M. Townsend, Esq.

Chair Mazzullo called the meeting to order. Following the Pledge of Allegiance, Chair Mazzullo opened the Public Forum. There being no speakers, the Public Forum was closed.

Yvonne Lowrey of Loewke Brill Consulting Group, Inc. presented the Monitoring Report for the period of July 1, 2012 – July 31, 2012. During that time, 81 monthly and seven follow up visits were conducted. Of the 610 workers that were identified, one was noncompliant on the initial visit. As of July 31, 2012 all monitored sites were compliant. Loewke & Brill delivered signs to 3 new projects.

J. Seil presented the following applications for agency consideration:

Gardens at Town Center LLC (Lease/Leaseback with Shelter Rents)

The company was represented by Kathy Sperrick and Stephanie Benson. Gardens at Town Center LLC proposes to construct a 193,750 square foot senior apartment building on approximately 12 acres of vacant land in the Town of Greece. The project will offer affordable housing, with 80% of the 176 units available to households with incomes at or below 80% of area median income. The remaining 20% of the units will be priced at market rate. The \$24.9 million project will be ADA compliant and includes three elevators, wireless emergency response system, community rooms, computer room, common laundry and tenant gardens and greenhouse. The project is expected to create 4 new FTEs in three years. The applicant seeks approval of the Shelter Rent property tax abatement. The Town of Greece identified this project in its CDBG Plan and strongly supports the development. A Public Hearing was held in the Town of Greece on August 20, 2012. Attendees included two prospective tenants who spoke in favor of the project. Upon inquiry by the Chair, the applicant representatives confirmed that they are aware of the Local Labor requirements. After a brief discussion and on a motion made by E. Caccamise and seconded by R. Gerbracht, a resolution was adopted approving SEQR for the subject property. All Aye. On a motion made by C. Campbell and seconded by E. Caccamise, an inducement and final resolution was adopted approving subject project. All Aye.

Jefferson Hotel Associates LLC (Lease/Leaseback with JobsPlus)

The company was represented by Munesh Patel. The applicant, Jefferson Hotel Associates LLC, is proposing to construct a four-story 53,585 square foot hotel on 2.145 acres of vacant land located at 999 Jefferson Road in the Town of Henrietta. Home2 Suites, a Hilton brand hotel, will include 89 rooms and 95 parking spaces. The \$7.1 million project is projected to create 19 FTEs. The Town of Henrietta provided a letter of support for the project. A Public Hearing was held in the Town of Henrietta on August 21, 2012. The Henrietta Central School Board submitted a letter in opposition to the approval of real property tax abatement for the project. Upon inquiry by the Chair, the applicant representatives confirmed that they are aware of the Local Labor requirements. After a brief discussion and on a motion made by R. Gerbracht 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 s. Moore, an inducement and final resolution was adopted approving subject project. All Aye.

Wright Real Estate LLC/ Wright Wisner Distributing Corp. (Lease/Leaseback with JobsPlus)

The company was represented by Brian Lambert and Jim Taylor. Wright Real Estate LLC is proposing to build a 29,000 square foot addition to the current 131,000 square foot facility located in the Town of Henrietta which houses a related entity, Wright-Wisner Distributing Corp. (WW). WW is a beverage distributor serving over 1500 businesses in upstate New York. The expansion is in response to the growth in craft and wine brand segments of their markets. The \$2,450,000 project is projected to create 13 new full time jobs within 3 years. The applicant is also seeking approval of the JobsPlus property tax abatement. Wright Wisner Distributing Corp. will be investing \$750,000 in equipment and seeks a sales tax exemption on those purchases. A Public Hearing was held in the Town of Henrietta on August 21, 2012. The Henrietta Central School Board submitted a letter in opposition to the approval of real property tax abatement for the project. Upon inquiry by the Chair, the applicant representatives confirmed that they are aware of the Local Labor requirements. After a brief discussion and on a motion made by S. Moore and seconded by R. Gerbracht, a resolution was adopted approving SEQR for the subject property. All Aye. On a motion made by R. Gerbracht and seconded by S. Moore, an inducement and final resolution was adopted approving subject project. All Aye.

1350 SR LLC/ American Tire Distributors, Inc. (Lease/Leaseback with JobsPlus)

The company was represented by Rich Finley. 1350 SR LLC is proposing to construct a 124,850 square foot building on 6.44 acres located at 1350 Scottsville Rd. in the Town of Chili to be leased to American Tire Distributors (ATD), Inc. ATD is a publicly-traded company headquartered in Huntersville, North Carolina that provides tires and auto parts to the nation's tire dealers, service repair shops and automotive performance shops. ATD has outgrown its current location and will be leasing 100% of the new building consisting of 4,500 square feet of office space and 120,350 square feet of warehouse space. ATD currently employs 28 in Monroe County. The \$5.8 million project is projected to result in the creation of 3 new FTE in three years. ATD will also be investing \$1 million to equip and furnish the new location and is seeking sales tax exemption for these purposes. A Public Hearing was held in the Town of Chili on August 20, 2012. Upon inquiry by the Chair, the applicant representatives confirmed that they are aware of the Local Labor requirements. After a brief discussion and on a motion made by C. Campbell and seconded by S. Moore, a resolution was adopted approving SEQR for the subject property. All Aye. On a motion made by R. Gerbracht and seconded by S. Moore, an inducement and final resolution was adopted approving subject project. All Aye.

Direct 2 Market Sales Solutions (EquiPlus)

The company was represented by Justin Jerzak. Direct 2 Marketing Sales Solutions (D2MSS), established in 2007, is a sales and marketing consulting firm that provides a variety of services consisting of lead generation, database development that includes a proprietary web enabled integrated sales system and project management. As part of the \$297,077 project cost to renovate new and expanded space and improve service delivery, D2MSS will be investing \$127,236 to upgrade its information technology capabilities. D2MSS currently employs 47 FTE and expects to hire another 4 FTE within the next year. D2MSS has been approved for the GreatRate program through Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus program. D2MSS received previous approval for the GreatRate with EquiPlus programs in 2007 when the company started with 10 FTEs. After a brief discussion and on a motion made by C. Campbell and seconded by E. Caccamise, an inducement resolution was adopted approving subject project. All Aye.

The company was represented by Jeff Heckman. SWBR Architecture, Engineering & Landscape PC (SWBR), established in 1969, offers services for architectural design, interior design, structural engineering and project management. As part of a larger project that will renovate their leased office space to facilitate collaboration and improve production workflow, SWBR will be investing \$200,000 to upgrade information technology equipment and furniture systems and \$700,000 in leasehold improvements. The improvements will allow SWBR to remain in the center city location. SWBR currently employs 73 FTE and expects to hire another 4 FTE within the next year. SWBR has been approved for the GreatRate program through Monroe County Industrial Development Corporation. Upon inquiry by the Chair, the applicant representatives confirmed that they are aware of the Local Labor requirements. After a brief discussion and on a motion made by R. Gerbracht and seconded by C. Campbell, an inducement resolution was adopted approving subject project. All Aye.

On motion made by R. Gerbracht and seconded by S. Moore, minutes for the meeting of July 17, 2012 were reviewed and adopted and approved. All Aye.

Chair Mazzullo presented the PILOT Compliance Committee Report. After a brief discussion and on a motion made by T. Mazzullo and seconded by R. Gerbracht, a resolution was adopted approving an amendment to the Unity Ridgeway PILOT. All Aye. After a brief discussion and on a motion made by T. Mazzullo and seconded by S. Moore, a resolution was adopted approving a waiver through 2014 for the Brinkman Precision PILOT. All Aye.

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

Miscellaneous:

- **Gallina Cambridge** - Approve new tenant
- Thomas Creek/Caitlin Enterprises Inc.** - Approve sales tax exemption on \$34,000 equipment purchase
- Strong Museum** – Approve replacement of Remarketing Agent and substitute Letter of Credit.
- Knowlton Associates** - Approve termination of the above project. PILOT term is expired.

After a brief discussion and on a motion made by R. Gerbracht and seconded by S. Moore, a resolution was adopted approving the above.

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