



**Southpoint Cove LLC****Sales & Mortgage Tax Exemptions Only**

The company was represented by Alan Knauf. Southpoint Cove LLC, a local real estate development group, is proposing the construction of a 358 unit apartment complex on 26 acres in the Town of Webster. The project will include ten three-story apartment buildings with parking underneath. The \$54 Million project is projected to create 9 new FTEs over the next three years. The project has the support of the Penfield Town Board as it supports the development of the LaSalle's Landing District and remediates an existing brownfield. Applicant is seeking exemption for sales & mortgage taxes only. A Public Hearing was held in the Town of Penfield on October 15, 2013. Mr. Knauf's remarks included a discussion of the ownership of the project, noting that Monroe County Legislator Anthony Daniele is a part owner of the project. Counsel M. Townsend reported that eight members of the public were in attendance; six spoke in opposition to incentives for the project, with issues related to job creation and environmental concerns. M. Townsend also noted four emails in opposition to the project. M. Townsend noted that in response to concerns expressed by the Town and School taxing jurisdictions, no real property tax abatement or exemptions are being conferred on this project. Additionally, the developer has agreed to make the Town & School taxing jurisdictions whole on the local components of the sales and mortgage tax exemptions. Upon inquiry by the Chair, the applicant representative 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 A. Burr, a resolution was adopted approving SEQR for the subject property. All Aye. On a motion made by R. Gerbracht and seconded by A. Burr, an inducement and final resolution was adopted approving subject project. All Aye.

**LiDestri Foods Inc.****Lease/leaseback with Custom Abatement**

The company was represented by David Stoklosa. LiDestri Foods, Inc. (LiDestri), headquartered in Fairport NY is a manufacturer of food products, primarily sauces, dips, salsas, spirits, apple cider and non-alcoholic beverages. LiDestri has manufacturing facilities in Fairport, Rochester, Pennsylvania, New Jersey and California. Since October 2009, LiDestri has purchased two former Kodak buildings in the Eastman Business Park (EBP) in the Town of Greece, and relocated operations to the new location, investing over \$60 Million. In April 2013, COMIDA approved incentives to assist LiDestri in creating a \$5.3 Million Innovation Center of Excellence at the EBP to support their food, beverage and spirits businesses. LiDestri is now proposing to acquire an adjacent 397,600 square foot building on 25 acres in the EBP. This building will provide space for finished goods inventory which will free up additional space for manufacturing in the adjacent buildings. LiDestri is seeking mortgage tax exemption and a custom abatement. A Public Hearing was held in the Town of Greece on October 14, 2013. No members of the public were present at the hearing. Executive Director Seil read the written opposition comments provided by Joanne Sassa. Upon inquiry by the Chair, the applicant representative 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 A. Burr, an inducement and final resolution was adopted approving subject project. All Aye.

**Palmer Fish Company Inc.****Sales Tax Exemptions only**

The company was represented by Kip Palmer. Palmer Fish Company Inc. (PFC) is a fifth- generation, family-owned and operated, wholesale food service distributor based in Henrietta, NY. PFC is expanding and is proposing to renovate and equip a 175,000 square foot refrigerated warehouse facility on 19 acres at 171 Weidner Road in the Town of Chili. The building will house PFC's wholesale distribution and cut meat operations. PFC will retain its Direct To You market at 900 Jefferson Road and will renovate unfinished space to house the company's corporate offices, sales, purchasing, human resources and administrative personnel. PFC currently employs 174 FTEs and expects to create 4 new full-time positions. PFC has been approved for the GreatRate program through Monroe County Industrial Development Corporation and is seeking approval of sales tax exemptions through the EquiPlus program. Upon inquiry by the Chair, the applicant representative confirmed that they are aware of the Local Labor requirements. After a brief discussion and on a motion made by A. Burr and seconded by S. Moore, an inducement and final resolution was adopted approving subject project. All Aye.

Flower City Glass Co. of New York LLC, (FCGC), provides wholesale commercial and residential glass, windows, and doors as well as installation and repair services. FCGC is a third generation, 80 year old company located in the City of Rochester. FCGC is proposing to purchase \$76,485 of sheet metal machinery to bend, form and cut sheet metal that is used in the framing for windows and doors in commercial buildings. FCGC currently employs 65 FTEs and expects to create 1 new full-time position. FCGC has been approved for the GreatRebate program through Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus program. After a brief discussion and on a motion made by E. Caccamise and seconded by R. Gerbracht, an inducement and final resolution was adopted approving subject project. All Aye.

On motion made by R. Gerbracht and seconded by A. Burr, minutes for the meeting of September 17, 2013 were reviewed and adopted and approved. All Aye.

On a motion made by Chair Mazzullo and seconded by A. Burr, J. Popli was appointed Chair of Governance Committee.

A. Burr, Chair of the Finance Committee, reported on the committee meeting of October 4, 2013. Minutes attached. A. Burr reviewed year-to-date versus budget performance and the proposed 2014 Budget. Overall, revenues are projected to be up over budget for 2013, reflecting uptick in project activity and the closing of several large projects including the Collegetown, Gateway Landing and Rochester Schools Modernization project. Non-operating costs are projected to be generally on budget. Wages & Benefits are projected to be under budget reflecting reorganization of staffing. Professional Fees are over budget approximately \$76,000 due to higher legal fees related to sales tax case. Other operating expenses are generally on budget. Net Income - Projected surplus of \$377,188 versus a budgeted loss of \$447,697 – again due to stronger revenues. Budget 2014 – Revenues are projected at \$1,147,500 reflecting the uptick in activity, without the large projects. Non-Operating expenses remain essentially flat at \$865,000 for 2014. Budgeted Operating Expenses - Wages & Benefits reflect a 2.5% increase. Professional fees are projected to be lower, reflecting the resolution of the sales tax case. Projected net loss of \$166,814 as COMIDA continues its Community Development program funding. On a motion made by A. Burr and seconded by J. Popli, a resolution was adopted approving the 2014 Budget as presented. All Aye. Executive Director Seil thanked the staff for their assistance in the budgeting process.

J. Popli, Governance Committee Chair reported on the committee meeting of October 8, 2013. Minutes attached.

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

**Miscellaneous:**

**-Alexander East LLC**

On a motion made by R. Gerbracht and seconded by E. Caccamise, a resolution was adopted approving sales tax exemption on \$100,000 increase in project costs. Originally approved March 2013 at \$7,606,900. All Aye.

**-Gallina/600 Mile Crossing**

On a motion made by J. Popli and seconded by E. Caccamise, a resolution was adopted approving an additional tenant, iAutomation. All Aye.

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