

**MINUTES – AGENCY MEETING – October 21, 2014**

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, C. Campbell,  
J. Popli, M. Siwec, M. Worboys-Turner

Board Excused: None

Also Present: J. Seil (Executive Director), R. Yolevich (Monroe County Legislature),  
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. Patricia Saxe offered comments regarding tax abatements and use of tax revenues for public works projects. Joanne Sasse offered comments regarding Monroe County's fiscal health and COMIDA board members' review of projects. There being no further speakers, the Public Forum was closed.

Yvonne Lowrey of Loewke Brill Consulting Group, Inc. presented the Monitoring Report for the period of September 1, 2014 –September 30, 2014. During that time, 55 monthly and 3 follow up visits were conducted. Of the 474 workers that were identified, seven were noncompliant on the initial visit. As of September 30, 2014 all monitored sites were compliant.

Chair Mazzullo reminded the Board that Conflicts of Interest should be disclosed before a vote is considered.

J. Seil presented the following applications for agency consideration:

**44 Jetview Drive LLC**

**Lease/Leaseback with JobsPlus**

The company was represented by Kevin Daley. 44 Jetview Drive LLC, a real estate holding company, is proposing a 74,000 square foot warehouse expansion to an existing 40,000 square foot commercial building in the Town of Chili. The building is leased to a related entity, Inland Transport Services Inc., a transportation and warehouse provider serving the international freight forwarder sector. The addition will provide needed space for additional growth. The \$3.4 Million project will impact 4 FTEs and is projected to create 7 new FTEs over the next three years. The applicant is seeking approval of JobsPlus property tax abatement. The job creation requirement is 1 FTE. The Benefit/Incentive ratio is 2.6:1. A Public Hearing was held in the Town of Chili on October 20, 2014. 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 C. Campbell, a resolution was adopted approving SEQR for the subject property. All Aye. On a motion made by J. Popli and seconded by M. Worboys-Turner, an inducement resolution was adopted approving subject project. All Aye.

**AFT Properties of Rochester****Lease/Leaseback with JobsPlus**

The company was represented by Richard Felber. In 2003, COMIDA approved incentives to AFT Properties of Rochester LLC (AFTP) to construct a 30,000 square foot building in the Town of Henrietta which is leased to a related entity, American Filtration Technologies LLC (AFT), a manufacturer of aftermarket replacement industrial liquid filter elements. AFT is now proposing a 23,000 square foot expansion of its production and office facilities to ensure future growth and to accommodate a new related entity, American Machining Technologies LLC. The \$1,557,200 project will impact 27 FTEs and is projected to create 4 new FTEs over the next three years. The applicant is seeking approval of JobsPlus property tax abatement. The job creation requirement is 3 FTEs. AFT is seeking approval of sales tax exemptions on \$50,000 of equipment, furniture and fixtures. The Benefit/Incentive ratio is 4.3:1. A Public Hearing was held in the Town of Henrietta on October 20, 2014. 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 M. Siwiec, 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 resolution was adopted approving subject project. All Aye.

**Metro Falls Development LLC****Lease/Leaseback with custom abatement**

The company was represented by Todd Clicquenoii. Metro Falls Development LLC, (MFD), a local real estate development company, is proposing the redevelopment of the Centers at High Falls in the City of Rochester. The 38,295 square foot complex will be redeveloped for commercial space, two live/work residences and dining/banquet facilities. The City of Rochester is supportive of the project as part of the City's revitalization efforts, and has asked COMIDA to consider a custom PILOT for the project. The \$1,570,000 project is projected to create 14 new FTEs over the next three years. The applicant is seeking approval of the custom PILOT. The Benefit/Incentive ratio is 10.1:1. A Public Hearing was held in the City of Rochester on October 21, 2014. 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 J. Popli and seconded by E. Caccamise, an inducement resolution was adopted approving subject project. All Aye.

**SC Park Associates LP****Lease/Leaseback with LeasePlus**

The company was represented by Eileen Broderick. SC Park Associates LP, a Conifer real estate development entity, is proposing the acquisition, complete renovation, and a 2,100 square foot expansion of an existing 15,400 square foot medical office building in the Town of Greece. The building is leased to Unity Hospital which offers ob/gyn, family medicine and laboratory services. The renovation and expansion includes space for planned growth, maximizing efficiency of the existing space and update of all building systems. The \$4,821,000 project will impact 34 FTEs and is projected to create 6 new FTEs over the next three years. The applicant is seeking approval of the LeasePlus property tax abatement. The job creation requirement is 3 FTEs. The Benefit/Incentive ratio is 1.4:1. A Public Hearing was held in the Town of Greece on October 20, 2014. 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 M. Worboys-Turner and seconded by M. Siwiec, a resolution was adopted approving SEQR for the subject property. All Aye. On a motion made by E. Caccamise and seconded by J. Popli, an inducement resolution was adopted approving subject project. All Aye.

**NimbleUser/Van Damme Associates****Sales Tax Exemptions Only**

The company was represented by Sig Van Damme. NimbleUser (NU), founded in 1992, provides association management software primarily serving the professional or trade association market. NU is proposing additional equipment acquisitions and property renovations at their current location in the Town of Pittsford. The expansion is needed to accommodate growth of the company. NU currently employs 33 FTEs and expects to create 11 new full-time positions. NU has been approved for the GreatRebate program through Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus program. The Benefit/Incentive ratio is 41.1:1. 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 M. Siwiec and seconded by A. Burr, an inducement resolution was adopted approving subject project. All Aye.

On motion made by E. Caccamise and seconded by A. Burr, minutes for the meeting of October 20, 2014 were reviewed and adopted and approved. All Aye.

Executive Director Seil presented an amendment to the Local Labor Verified Exemption Policy regarding the cost differential exemption. The current policy allows that where there is a significant cost differential, if the local labor contractor agrees to reduce the bid to the average of the two bids, no waiver will be granted. As amended, the policy further states that if the average is still 25% or more, a waiver will be granted. On a motion made by E. Caccamise and seconded by A. Burr, the amended policy was adopted.

Executive Director Seil reviewed the proposed COMIDA acquisition of 130.29 acres of industrial land on Brew Road, adjacent to the Mill Seat Landfill. The property is currently owned by Monroe County. COMIDA will explore development of this property that maximizes its positive attributes including access to sewer, water, gas and electric, as well as close proximity to the New York State Thruway. The potential to tie into the waste heat from the generators at the landfill could allow for the development of a heat loop which could potentially allow for low cost heating of facilities on the land as a strong incentive to attract companies to the property. The purchase offer will be for the appraised value of the land, \$1,369,000. Appraisal completed by Pogel, Schubmehl & Ferrara, LLC September 29, 2014. On a motion by J. Popli and seconded by E. Caccamise, the board approved submitting a proposal to purchase the Brew Road property from Monroe County for \$1,369,000. C. Campbell and M. Siwiec abstained. All others Aye.

A. Burr, Chair of the Finance Committee, reported on the committee meeting of October 9, 2014. Minutes attached. A. Burr reviewed year-to-date versus budget performance and the proposed 2015 Budget. 2014 Fee Income is projected to be approximately \$1.790 Million, which is \$642,953 better than budget largely due to increase in project activity, as well as the fees associated with several large projects (Clinton Court - \$158,600, Southpoint Cove - \$270,350, The Marketplace - \$227,825 and Costco - \$226,425). Non-operating costs are projected to be slightly under budget due to lower levels of GRE funding. Wages & Benefits are projected to be under budget reflecting lower pension costs. Professional Fees are over budget approximately \$48,693 due to unbudgeted legal fees. Other operating expenses are under budget. Net Income - Projected surplus of \$483,677 versus a budgeted loss of \$166,814 – again due to stronger revenues. Budget 2015 – Revenues projected at \$1,200,000 reflecting the backlog and pace of current activity, without the large projects. Non-Operating Expense up slightly to \$870,000 for 2015 due to PTAC expenses (that are reimbursed fully). Wages & Benefits reflect a 1.2% increase due to lower projected pension costs. Professional fees remain flat while including \$25,000 in real estate services. Projected net profit of \$56,462 after Community Development program funding of \$870,000.

On a motion made by A. Burr and seconded by J. Popli, a resolution was adopted approving the 2015 Budget as presented. All Aye. Executive Director Seil thanked the committee and staff for their assistance in the budgeting process.

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

**Miscellaneous:**

**- Pelusio Spencerport LLC**

On a motion made by C. Campbell and seconded by J. Popli, a resolution was adopted approving transfer and assumption of PILOT by Spencerport Investors LLC. All Aye.

**Terminations:**

**--Rochester Broadway Theatre League**

The COMIDA guaranty has been released. On a motion made by C. Campbell and seconded by J. Popli, a resolution was adopted approving the termination of the lease/leaseback for the above named project. All Aye.

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



**COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY**

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**Finance Committees Meeting**

**October 9, 2014**

**Finance Committees Members in attendance:**

A. Burr (via conference call), C. Campbell, M. Worboys-Turner

**Also Present:** J. Seil, E. Liberti,

The meeting of the Finance Committees of the County of Monroe Industrial Development Agency was called to order.

**Draft Budget**

**Revenues**

2014 Fee Income is projected to be approximately \$1.790 Million, which is \$642,953 better than budget largely due to increase in project activity, as well as the fees associated with several large projects (Clinton Court - \$158,600, Southpoint Cove - \$270,350, The Marketplace - \$227,825 and Costco - \$226,425).

**Non-Operating Expenses**

Projected to be slightly under budget due to lower levels of GRE funding.

**Operating Expenses**

Wages & Benefits are projected to be under budget reflecting lower pension costs.

Professional Fees are over budget approximately \$48,693 primarily due to unforeseen legal fees ( Bersin & Ebaum ).

Other operating expenses are under budget primarily driven by lower legal notices.

**Net Income**

Projected surplus of \$483,677 versus a budgeted loss of \$166,814 – again due to stronger revenues.

The Budget for 2015 showed:

**Revenues**

Projected at \$1,200,000 reflecting the backlog and pace of current activity, without the large projects.

**Non-Operating Expenses**

Up slightly to \$870,000 for 2015 due to PTAC expenses (that are reimbursed fully).

**Operating Expenses**

Wages & Benefits reflect a 1.2% increase due to lower projected pension costs. Professional fees remain flat while including \$25,000 in real estate services.

**Net Income**

Projected net profit of \$56,462 after Community Development program funding of \$870,000.

The Finance committee will recommend the budget full board at the October 21, 2014 COMIDA board meeting.

Being no further business, the meeting was adjourned.