

MINUTES – AGENCY MEETING – December 16, 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,

Board Excused: M. Worboys-Turner

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. Joanne Sasse offered comments regarding Monroe County's fiscal health, the project benefit/incentive ratios and job creation requirements. There being no further speakers, the Public Forum was closed.

Mike Loewke of Loewke Brill Consulting Group, Inc. presented the Monitoring Report for the period of November 1, 2014 – November 30, 2014. During that time, 67 monthly and 0 follow up visits were conducted. Of the 493 workers that were identified, none were noncompliant on the initial visit. As of November 30, 2014 all monitored sites were compliant. Loewke & Brill delivered signs to 1 new project.

J. Seil presented the following applications for agency consideration:

Cox Historic Lofts LLC Lease/Leaseback with custom abatement

The company was represented by Michael Zukerman. Cox Historic Lofts LLC, a real estate development group, is proposing the redevelopment of an existing 7-story, 102,000 square foot building in the City of Rochester. The building was constructed in 1885 and is listed on the national Register of Historic Places. The \$18,083,627 project will convert the property to 76 market-rate residential rental units and 5,873 square feet of retail space. The project is projected to create 6.5 new FTEs over the next three years. The City of Rochester has asked COMIDA to approve a custom abatement program. The job creation requirement is 5 FTEs. The Benefit/Incentive ratio is 0.6:1. A Public Hearing was held in the City of Rochester on December 16, 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 C. Campbell and seconded by A. Burr, a resolution was adopted approving SEQR for the subject property. All Aye. On a motion made by J. Popli and seconded by E. Caccamise, an inducement resolution was adopted approving subject project. All Aye.

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

Laureland Inc. Lease/Leaseback with LeasePlus

The company was represented by Fred Rainaldi. Laureland Inc., a Rainaldi real estate development company, is proposing to add a 9,000 square foot addition to an existing 22,085 square foot building in the Town of Penfield. The building is leased to Rochester General Hospital which offers a variety of health services at this location. The \$2,632,000 project will create a new imaging laboratory and provide updated mechanical and life safety systems. The project will impact 2 FTEs and is projected to create 25 new FTEs over the next three years. The applicant is seeking approval of LeasePlus property tax abatement. The job creation requirement is 1 FTE. The Benefit/Incentive ratio is 3.5:1. A Public Hearing was held in the Town of Penfield on December 15, 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 C. Campbell and seconded by A Burr, a resolution was adopted approving SEQR for the subject property. All Aye. On a motion made by J. Popli and seconded by E. Caccamise, an inducement resolution was adopted approving subject project. All Aye.

American Fruit & Vegetable Company, Inc. Sales Tax Exemptions Only

The company was represented by Adrian Metzger. American Fruit & Vegetable Company (AF&V), located in the Genesee Valley Regional Market in the Town of Henrietta, is a wholesale distributor of fresh fruits and vegetables throughout western New York State. Customers includes retail outlets, food service companies, schools, universities and colleges, farm markets, restaurants, government institutions, and other wholesale distributors. AF&V is applying for a sales tax exemption on the purchase of a \$100,000 refrigerated delivery truck. AF&V currently employs 29 FTEs and will be creating 1 new FTE. AF&V has been approved for a GreatRate on the equipment purchase through the Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus program. The Benefit/Incentive ratio is 2.4:1. After a brief discussion and on a motion made by A. Burr and seconded by J. Popli, an inducement resolution was adopted approving subject project. All Aye.

Flower City Printing Group Sales Tax Exemptions Only

The company was represented by George Scharr. Flower City Printing (FCP), founded in 1970, is a custom and contract packaging service in the Town of Greece. FCP and its affiliates now serve national accounts as well as international customers in Asia and Central America. In order to support continued growth and improve operations, FCP will be investing approximately \$646,224 to upgrade the company's ERP software and related hardware to replace a 25 year old outdated system. FCP currently employs 229 FTEs and expects to create 4 new full-time positions. FCP has been approved for the GreatRate program through Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus program. The Benefit/Incentive ratio is 3.8:1. 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.

RocCon Inc. dba Constantino's Market Sales Tax Exemptions Only

The company was represented by Andrew Revy. RocCon Inc. dba Constantino's Market is proposing a 21,425 square foot market in the Collegetown project in the City of Rochester. The market will offer fresh produce, meats, seafood, prepared foods and everyday staple items. Constantino's expects to create 38 new FTEs. Constantino's has been approved for the GreatRebate program through Monroe County Industrial Development Corporation for the \$949,407 in equipment and is seeking approval of the EquiPlus program. The Benefit/Incentive ratio is 6.7:1. 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.

Lanovara Specialty Foods Inc. Sales Tax Exemptions Only

The company was represented by Bert Salisbury. Lanovara Specialty Foods Inc. (LSF) is a specialty food distribution company selling a variety of frozen, dairy and grocery products to food retailers and institutional accounts in the northeastern United States. LSF, founded in 1920 and located at the public market in the Town of Henrietta, is applying for a sales tax exemption on the purchase of a new \$55,336 delivery truck. LSF currently employs 24 FTEs in Monroe County and expects to create 2 new full-time positions. LSF has been approved for the GreatRate program through Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus program. The Benefit/Incentive ratio is 17.1:1. 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.

The company was represented by Leah Keene. Bio-Optronics, Inc. (BOI), founded in 1985, is a healthcare information technology company. BOI develops and deploys software products and services to help healthcare professionals enhance quality, productivity, patient and staff satisfaction. BOI has experienced significant growth and needs additional space and equipment to accommodate employees, customer meetings and third-party quality audits. BOI leases 6,476 square feet from Gallina Development in the Town of Brighton, and will be leasing an additional 4,068 square feet and will be purchasing \$130,000 of communications, computer and conferencing equipment and office furnishings. BOI currently employs 34.5 FTEs and expects to create 2 new full-time positions. BOI 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 26.3:1. 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.

On motion made by A. Burr and seconded by J. Popli, minutes for the meeting of November 18, 2014 were reviewed and adopted and approved. All Aye.

Executive Director Seil noted the dates of the 2015 COMIDA meetings, noting that the January 2015 meeting will be on the fourth Tuesday of the month due to scheduling conflicts.

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

Miscellaneous:

- Rochester Joint Schools Construction Board

On a motion made by J. Popli and seconded by M. Siwiec, a resolution was adopted authorizing the Executive Director to execute documents related to the bond resolution for the next phase. All Aye.

- Riverview Equity-1, LLC

On a motion made by A. Burr and seconded by J. Popli, a resolution was adopted approving a \$60,000 increase in the mortgage to \$29,760,000. All Aye.

- CT Rochester LLC

On a motion made by M. Siwiec and seconded by E. Caccamise, a resolution was adopted approving a \$1,845,930 increase in project costs. All Aye.

- Flats LLC/Brooks Crossing

On a motion made by E. Caccamise and seconded by J. Popli, a resolution was adopted approving a \$1,380,000 increase in project costs. All Aye.

- CLA WNY LLC/Gateway Landing

On a motion made by J. Popli and seconded by M. Siwiec, a resolution was adopted approving an increase of mortgage amount from \$23,400,000 to \$26,900,000. All Aye.

- Gallina Cambridge LLC - Bio-Optronics

On a motion made by A. Burr and seconded by M. Siwiec, a resolution was adopted approving a \$100,000 increase in project costs and extension of sales tax exemption to April 30, 2015. All Aye.

- Choice One Development - Unity LLC

On a motion made by E. Caccamise and seconded by C. Campbell, a resolution was adopted approving a sublease to a third party. All Aye.

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