



COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY

MINUTES – AGENCY MEETING – February 15, 2011

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

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

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

Chair Mazzullo called the meeting to order. R. Gerbracht led the Pledge of Allegiance.

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

Dick Usselman of Loewke & Brill Consulting presented the Monitoring Report for the period of January 1-31, 2011. During that time, 63 monthly and 3 follow up visits were January 31, 2011 all monitored sites were compliant.

J. Seil presented the following applications for agency consideration:

Cody Gate Services, Inc. (Sales Tax Exemption Only)

The company was represented by Bob Conoyer. Cody Gate Ventures, a venture capital firm, will be locating three of its portfolio companies to Building 320 at Eastman Business Park located in the Town of Greece and the City of Rochester. The three companies, Intrinsic Materials Inc., Quintel USA, Inc., and Omni-ID USA, Inc. will initially lease 20,000 square feet and plan to grow to 70,000 square feet over 3 years. They will combine to hire 164 full-time employees who will specialize in research, development, and manufacturing of advanced technology over 3 years. Cody Gates plans to spend approximately \$8 million on renovations, \$11 million on production equipment and \$4 million on non-manufacturing equipment. The \$23 Million project will receive \$8 Million in New York State funding to support the capital expenditures, infrastructure and renovation. A Public Hearing was held in the Town of Greece and in the City of Rochester on February 15, 2011. After a brief discussion and on a motion made by E. Caccamise and seconded by H. Stuart, an inducement resolution was adopted approving sales tax exemption on the subject project. All Aye.

eHealth Global Technologies (EquiPlus)

The company was represented by Greg Foust. eHealth Global Technologies (eHealth) is a medical record retrieval and electronic delivery service provider located at 140 Allens Creek in the Town of Brighton. eHealth securely and quickly shares patient medical records in a manner that is compliant with HIPAA standards and federal regulations. Over 40 healthcare facilities are already utilizing eHealth's services including SUNY Downstate Medical Center, University of Pittsburgh Medical Center, University of Rochester Medical Center and John Hopkins Hospital and Health System. eHealth currently occupies 7,200 square feet of office space and is proposing to build-out and equip an additional 8,000 square feet to accommodate their 31 existing employees. eHealth will be investing \$253,429 in IT equipment and expects to create 4 new FTE in the next two years. eHealth 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 resolution was adopted approving sales tax exemption for the subject project. All Aye.

Village Sports, Inc. (EquiPlus)

The company was represented by Glen Collins. Village Sports, Inc. is a five acre indoor and outdoor athletic complex that provides sports based programs for school-aged children. Village sports is also the home of the Rochester Grizzlies youth hockey club which utilizes their 120 x 60 square foot indoor ice rink. Village Sports is proposing to expand their sheet of ice to a full rink and will be purchasing approximately \$130,000 in rink refrigeration and maintenance equipment, rink boards and a used zamboni. Village Sports currently employs 15 and expects to create 2 new jobs in the next two years. Village Sports 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 H. Stuart, an inducement resolution was adopted approving sales tax exemption for the subject project. All Aye.

BRM Real Estate LLC (Lease/Leaseback)
Regional Distributors Inc. (Lease/Leaseback)

The company was represented by David Scalen. BRM Real Estate has purchased a 55,000 square foot warehouse facility at 1285 Mt. Read Boulevard and will be renovating the facility to house a related entity, Regional Distributors, Inc (RD). RD is headquartered in Monroe County and provides wholesale packaging, food service disposables, janitorial and sanitary maintenance products throughout Western and Central New York and Northern Pennsylvania. BRM Real Estate seeks approval of sales & mortgage tax exemption and the JobsPlus property tax abatement for the 1,500 square foot addition and internal renovations. The JobsPlus job creation requirement is 4 RD is seeking sales tax exemption for the buildout and equipping of 9,000 square feet of offices. After a brief discussion and on a motion made by H. Stuart and seconded by R. Gerbracht, an inducement resolution was adopted approving sales & mortgage tax exemption and property tax abatement for BRM and sales tax exemption for RD, for the subject project. All Aye.

Yellow Page City, Inc. (EquiPlus)

The company was represented by Steve Pavone. Yellow Page City, Inc. (YPC) is an online provider of interactive business listings which include websites and email links, maps, directions and video content. YPC currently maintains 2,600 online phone books within their network which are specifically designed to resemble the print directories delivered to homes and businesses. YPC is relocating to 280 Kenneth Drive in the Town of Henrietta and leasing 13,000 square feet. YPC will be investing \$100,000 in new office equipment. YPC currently employs 41 FTE and expects to create 10 FTE within the next two years. YPC has been approved for the GreatRebate program through Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus sales tax exemption. After a brief discussion and on a motion made by R. Hurlbut and seconded by E. Caccamise, an inducement resolution was adopted approving sales tax exemption for the subject project. S. Moore abstained. All others Aye.

Premium Mortgage Corp. **(EquiPlus)**

The company was represented by Mike Donoghue. Premium Mortgage Corp (PMC) is an independent mortgage banker located at 2541 Monroe Avenue in the Town of Brighton. PMC is proposing to invest \$119,641 to renovate and equip additional office space to make room for new loan officers and support staff. PMC currently employs 35 FTE and expects to create at least 1 FTE in the next year. PMC has been approved for the GreatRate program through Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus sales tax exemption. After a brief discussion and on a motion made by H. Stuart and seconded by S. Moore, an inducement resolution was adopted approving sales tax exemption for the subject project. All Aye.

Special Care Systems, LLC **(EquiPlus)**

The company was represented by Ann Kowal. Special Care Systems, LLC (SCS) is a healthcare systems integrator that develops custom communication solutions for homes, assisted and independent living facilities, nursing homes, and healthcare facilities. SCS will be purchasing a 4,763 square foot facility located at 1450 East Ridge Road in the Town of Irondequoit and will be investing \$155,000 to renovate and equip the space. SCS currently employs 8 FTE and expects to create 2 FTE within the next year. SCS has been approved for the GreatRate program through Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus sales tax exemption program. After a brief discussion and on a motion made by R. Hurlbut and seconded by E. Caccamise, an inducement resolution was adopted approving sales tax exemption for the subject project. All Aye.

On motion made by H. Stuart and seconded by S. Moore, minutes for the meeting of January 18, 2011 were reviewed and adopted and approved. All Aye.

Chair Mazzullo noted that the March 15, 2011 meeting will be the Agency's Annual Meeting.

Governance Committee Chair H. Stuart reported on the Governance Committee meeting of February 1, 2011. At that meeting the policies and bylaws were reviewed. Proposed amendments will be forwarded to the Board for consideration at the March 2011 Annual Meeting. The Mission Statement will also be presented for approval and the Governance Chair will report on the Board Self-Evaluations conducted in compliance with the 2009 Public Authorities Reform Act.

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

Terminations:

- **Wegmans Holt Road 1990 Bond**
- **Wegmans Irondequoit Titus 1990 Bond**
- **Polymer Engineering - 23 Moonlanding Road, Town of Gates**

On a motion made by E. Caccamise and seconded by R. Hurlbut, a resolution was adopted approving the termination of the above named projects. All Aye.

Miscellaneous:

- **-151 Perinton Parkway, Fairport, NY**

On a motion made by R. Hurlbut and seconded by R. Gerbracht, a resolution was adopted approving consent to assignment of lease to Global Digital Instruments. All Aye.

- **-1255 Portland LLC**

On a motion made by H. Stuart and seconded by R. Hurlbut, a resolution was adopted approving an additional tenant, Rochester Colon-Rectal. All Aye.

- **-EFP Rotenberg**

On a motion made by R. Hurlbut and seconded by R. Gerbracht, a resolution was adopted approving an increase in the project costs from \$200,000 to \$859,958. All Aye.

A. Daniele (Monroe County Legislature) inquired about the status of the Bersin Properties/Medley Center/Irondequoit Mall project. Executive Director Seil noted that the project is current on its taxes, as well as the prior year Special District charges. M. Townsend noted that he is not current with his vendors. The extension of the PILOT agreement is still in negotiation.

There being no further business, on a motion made by H. Stuart and seconded by E. Caccamise, the meeting was adjourned.