



**COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY**

**AGENDA – AGENCY MEETING – APRIL 19, 2016  
EBENEZER WATTS CONFERENCE CENTER– 12:00 NOON**

1. Call meeting to order
2. Pledge of Allegiance
3. Bonadio – Verified Exemptions
4. Loewke Brill Report

Applications:

**High Falls Operating Co., LLC  
445 St. Paul Street  
Rochester, New York 14605**

**(\$10,300,000 – Sales Tax Exemptions Only)**

**Project Location:**

**419, 471, 479 & 495 St. Paul Street  
Rochester, New York 14605**

High Falls Operating Co., LLC (HFOC), is one of the largest and oldest continually operating breweries in the United States. In addition to its own brands, HFOC is also a contract brewer for numerous other brands. HFOC is part of North American Breweries. HFOC is proposing a \$10.3 Million modernization project at its current location in the City of Rochester. HFOC is proposing construction of a new 18,000 square foot brewery building and the installation of new beer holding tanks. Additionally, HFOC will be investing \$29.3 Million in manufacturing equipment. HFOC sees this project as critical to the future of the company and the retention and expansion of the existing employment base. The project will retain 530 FTEs and is projected to create 51 new FTEs over the next three years. The applicant is seeking approval of sales tax exemption only. The Benefit/Incentive ratio is 16.2:1.

**Calkins Corp. Park LLC  
200 Red Creek Drive, Suite 200  
Rochester, New York 14623**

**(\$8,000,000 Lease/Leaseback with LeasePlus)**

**Tenant & Project Location:**

**Highland Hospital Cardiology Group  
600 Red Creek Drive  
Rochester, New York 14623**

Calkins Corporate Park LLC, a local real estate development company, is proposing the construction of a 31,214 square foot medical office building in the Town of Henrietta which will be leased to Highland Hospital Cardiology Group. The \$8,000,000 project will impact 24 FTEs and is projected to create 3 new FTEs over the next three years. The applicant is seeking approval of LeasePlus property tax abatement. The job creation requirement is 2 FTEs. The Benefit/Incentive ratio is 1.1:1.

**2016 Gateway Business Center LLC (\$11,180,000 - Lease/Leaseback with JobsPlus)  
1080 Pittsford-Victor Road  
Pittsford, New York 14534**

**Project Location:**

**Gateway Business Center  
Pinewild Drive  
Rochester, New York 14606**

2016 Gateway Business Center LLC, a Morgan real estate development company, is proposing a three building commercial development on 8.82 acres of land in the Town of Greece. The three buildings will contain 75,400 square feet of office and warehouse space, with related parking, utilities, grading and landscaping. The \$11,180,000 project is projected to create 15 new FTEs over the next three years from as yet unnamed tenants. The applicant is seeking approval of the JobsPlus property tax abatement. The job creation requirement is 1 FTE. The Benefit/Incentive ratio is 2.4:1.

**Panorama Landing LLC  
1890 South Winton Road, Suite 100  
Rochester, New York 14618**

**(\$9,935,000 – Sales & Mortgage Tax Exemptions Only)**

**Project Address:**

**955 Panorama Trail South  
Rochester, New York 14625**

Panorama Landing LLC (PL), a Gallina real estate development company, is proposing \$9,935,000 redevelopment project of the former Washington Drive-in Theater site in the town of Pittsford. The approximately 21 acre site will be developed into a new business park with five single story office buildings. The project is projected to create 3 new FTEs over the next three years from as yet unnamed tenants. PL is seeking approval of sales and mortgage tax exemptions only for Phase 1 of the project which will include construction of the entry road, site improvements for the first three lots and construction of the first three buildings. The Benefit/Incentive ratio is 5.9:1.

**VS Developers LLC  
24 West Avenue  
Spencerport, New York 14559**

**(\$309,750 – Lease/Leaseback with JobsPlus)**

**Project Address:**

**9 & 20 South Avenue  
Hilton, New York 14468**

VS Developers LLC (VS), a local real estate development company, is proposing the redevelopment of two parcels in the Village of Hilton. The \$309,750 project will renovate a vacant former hardware store with new windows, siding, façade improvements, signage, handicap access and updated utilities. A new two story addition, which will replace an existing commercial garage and residence, will expand the existing commercial building to accommodate additional retail space and two new apartments. The applicant is seeking approval of the JobsPlus property tax abatement. The job creation requirement is 1 FTE. The Benefit/Incentive ratio is 1.4:1. Both the Village of Hilton and the Town of Parma are in support of the project as it will help with the revitalization of the village.

**Capizzi/Stanton Partnership  
75 Public Market  
Rochester, New York 14609**

**(\$1,120,000 – Sales Tax Exemptions Only)**

**Tenant & Project Address:**

**Big Apple Deli Products Inc.  
75 Public Market  
Rochester, New York 14609**

Big Apple Deli Products Inc. (BADP), a broadline food distributor founded in 1975, services restaurants, delicatessens, pizzerias and convenience stores, as well as Wegmans stores in six states. BADP, located at the Rochester Public Market is proposing a \$1,120,000 project to install a new freezer. BADP currently employs 81 FTEs and is projecting to create 41 new FTEs over the next three years. The applicant is seeking approval of sales tax exemption only. The Benefit /Incentive ratio is 21.9:1.

**DeJoy, Knauf & Blood LLP  
39 State Street, Suite 600  
Rochester, New York 14614**

**(\$300,000 – Sales Tax Exemptions Only)**

**Project Address:**

**280 East Broad Street  
Rochester, New York 14604**

DeJoy, Knauf & Blood LLP (DKB), founded in 1990, provides accounting, audit, tax and consulting services throughout the United States. DKB is proposing to relocate and expand to 14,000 square feet at Tower 280 in the City of Rochester. DKB proposes to invest \$300,000 in technology equipment, furniture & fixtures to accommodate continued growth. The expanded and updated facility will enable DKB to retain and expand its employment base, as the company expands into new market niches and new technology service offerings. DKB's new location will also serve as a technology demonstration site for a local company, OLED Works LLC, in cooperation with NYSERDA and the US Dept. of Energy. The \$300,000 project will impact 56 FTEs and is projected to create 9 new FTEs over the next three years. The applicant is seeking approval of sales tax exemptions only. The Benefit/Incentive ratio is 23.6:1.

5. Approval of Minutes – Agency meeting March 15, 2016
6. Chair Mazzullo – Discussion Items
7. Acting Executive Director Johnson – Discussion Items
8. Legal Counsel Discussion Items

Miscellaneous:

**- Sibley Redevelopment LLC**

Approve mortgage tax exemption on \$3,070,000 mortgage. Original approval December 18, 2012. Incremental benefits \$30,700.

**-Butler Till Media**

Approve \$65,000 increase in project costs to \$435,000. Incremental benefits \$5,200. Original approval October 20, 2015.

**-Tower 195**

Approve \$9,090,000 increase in project costs to \$14,000,000 and mortgage tax Exemption. Incremental benefits \$216,760. Original approval October 20, 2015.

**-Caldwell Manufacturing**

Approve \$200,000 increase in project costs to \$600,000. Incremental benefits \$16,000. Original approval December 15, 2015.

**-491 Elmgrove Park LLC**

Approve \$350,000 increase in project costs to \$730,000. Incremental benefits \$35,516. Original approval September 17, 2013.

**-Unither Manufacturing LLC**

Approve transfer of a portion of the property to adjacent property owners.

**-50 Chestnut Ventures LLC**

Approve \$5,610,000 increase in project costs. Incremental benefits \$1,326,178. Original approval April 21, 2015 – City of Rochester Shelter Rents PILOT.

**-Morgan Court Street Apartments LLC**

Final approval. Preliminary approval March 15, 2016.

9. Public Comments

The next scheduled meeting of the Agency will be held on **Tuesday, May 17, 2016**