



COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY

MINUTES – AGENCY MEETING – September 20, 2016

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

Board Present: A. Burr (Chair), P. Buckley, G. Collins, A. Meleo, M. Worboys-Turner

Board Excused: D. Kuntz, J. Popli

Also Present: Jeffrey Adair (Executive Director), R. Baranello Endress, Esq., E. Liberti

Chair Burr called the meeting to order. Mary Worboys-Turner led the Pledge of Allegiance.

Chair Burr introduced Jeffrey Adair and discussed his qualifications and welcomed him to the board. Chair Burr opened the Public Forum. Joanne Sasse offered comments regarding the new director, the board, and legal discussion regarding projects to be presented to the board today. There being no further speakers, the Public Forum was closed.

A report on the Requests for Verified Exemptions was presented by Brian LaFountain of The Bonadio Group. During the last month, The Bonadio Group has received two requests for exemption from the local labor requirements. One request for the Schreiber Family Properties, LLC project under the criteria “specialized construction and installation”. One request for the Frocione Properties, LLC project under the criteria “specialized construction and installation”. Mr. LaFountain reported that upon review, The Bonadio Group found the requests valid.

Kevin Loewke of Loewke Brill Consulting Group, Inc. presented the Monitoring Report for the period of August 1, 2016 –August 31, 2016. During that time, 94 monthly and 6 follow up visits were conducted. Of the 735 workers that were identified, 6 were noncompliant on the initial visit. As of August 31, 2016 all monitored sites were compliant. Loewke & Brill delivered 7 signs to new projects.

Jeffrey Adair presented the following applications for agency consideration:

Seisenbacher Rail Interiors, Inc.

Sales Tax Exemption Only

The company was represented by Dan Hellwig. Seisenbacher Rail Interiors, Inc. (Seisenbacher), a manufacturer of rail car interiors, proposes to lease 38,000 square feet in the City of Rochester. The family owned, 4th generation company, is establishing its first US manufacturing facility to better serve US clients. The \$755,000 investment to include manufacturing equipment, Enterprise Resource Planning software, server and cabling is expected to create 37 new FTEs over the next three years. Seisenbacher also considered California and Utah for this project. Empire State Development Corporation and the City of Rochester are also providing assistance in the \$1.7 million project. Seisenbacher has been approved for a GreatRebate on the equipment purchase through the Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus sales tax exemption. The Benefit/Incentive ratio is 131.8:1. After a brief discussion and on a motion made by M. Worboys-Turner and seconded by A. Meleo, an inducement and final resolution was adopted approving subject project. All Aye.

Annese & Associates**Sales Tax Exemption Only**

The company was represented by Jeff Fasoldt. Annese & Associates, Inc. (Annese) is an IT integrator providing a full range of services including project management, direct support, data center virtualization, cloud and security services. The company is leasing 4,000 square feet at the Culver Road Armory and proposes purchasing computer and networking equipment, cabling, security system and office furnishings. The \$75,000 project will impact 15 FTEs in Monroe County and is projected to create 10 new FTEs over the next three years. Annese has been approved for a GreatRebate on the equipment purchase through the Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus sales tax exemption. The Benefit/Incentive ratio is 104.6:1. After a brief discussion and on a motion made by M. Worboys-Turner and seconded by G. Collins, an inducement and final resolution was adopted approving subject project. All Aye.

Generations Child Care, Inc.**Sales Tax Exemption Only**

The company was represented by Bridget Shumway. Generations Child Care, Inc. (Generations) operates six child care centers in the Rochester area offering infant and toddler care, preschool, wraparound before and after school programs, NYS Dept. of Education funded free Universal Pre-K as well as elder-care day programs. Three of the centers are located in the City of Rochester. Generations is proposing the purchase of a bus for transportation of children within Monroe County, including to and from programs, where families do not have transportation. The \$54,776 project will impact 125 FTEs and is projected to create 2 new FTEs over the next three years. Generations has been approved for a GreatRebate on the equipment purchase through the Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus sales tax exemption. The Benefit/Incentive ratio is 15.5:1. After a brief discussion and on a motion made by P. Buckley, and seconded by M. Worboys-Turner an inducement and final resolution was adopted approving subject project. All Aye.

Regional Distributors, Inc**Sales Tax Exemption Only**

The company was represented David Scalen. Regional Distributors, Inc. (Regional), headquartered in Rochester provides wholesale commercial cleaning, food service and paper products throughout Western and Central New York, and Northern Pennsylvania. Regional is proposing the purchase of material handling, packaging equipment and office furnishings in conjunction with the recent building purchase to support their expanding business. The \$182,000 project will impact 48 FTEs and is projected to create 2 new FTEs over the next three years. Regional has been approved for a GreatRebate on the equipment purchase through the Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus sales tax exemption. The Benefit/Incentive ratio is 6.2:1. 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 A. Meleo and seconded by P. Buckley, an inducement and final resolution was adopted approving subject project. All Aye.

On motion made by M. Worboys-Turner and seconded by G. Collins, minutes for the meeting of August 16, 2016 were reviewed, adopted and approved. All Aye.

The Board entered into Executive Session for discussion of personnel matters.

R. Baranello Endress, Board Counsel, presented the following items for Agency Action:

Miscellaneous:**Schreiber Family Properties LLC (Main-Ford) General Supply**

On a motion made by M. Worboys-Turner and seconded by A. Meleo, a resolution was adopted approving an increase in project by \$448,380 to \$1,268,380, originally approved in March 2016. A Public Hearing was held on September 20, 2016 at the Ebenezer Watts Conference Center. Peter Schrieber represented the company and offered explanation for the increase in project costs. All Aye.

Middle Road Properties, LLC – (Tenant – Rochester General Hospital)

On a motion made by G. Collins and seconded by M. Worboys-Turner, a resolution was adopted approving an increase in project by \$2,465,224 to \$10,370,590, originally approved July 2016. Brian Morath represented the company and offered explanation for the increase in project costs. All Aye.

Sibley Redevelopment HTR LLC

On a motion made by A. Meleo and seconded by P. Buckley, a resolution was adopted approving a revision of the 6th floor buildout, with a project cost increase of \$9,769,961. Total Sibley redevelopment costs for all projects is \$92,647,270, originally approved December 2012. Gerry DeMarco represented the company and offered explanation regarding the next phase of financing and the project. All Aye.

South Point Landing, LLC (Tenant – Rochester General Hospital)

On a motion made by M. Worboys-Turner and seconded by A. Meleo, a resolution was adopted approving the assumption of PILOT by purchaser CPI Brockport I, LLC, CPI Brockport II, LLC, CPI Brockport III, LLC. All Aye.

50 Chestnut Ventures, LLC (50 Chestnut Street)

On a motion made by M. Worboys-Turner and seconded by G. Collins, a resolution was adopted approving a sales tax extension to January 31, 2017. All Aye.

Elm Street Ventures LLC (88 Elm Street)

On a motion made by A. Meleo and seconded by M. Worboys-Turner, a resolution was adopted approving a sales tax extension to September 30, 2017. All Aye.

- **Southpoint Cove, LLC**

On a motion made by A. Meleo and seconded by M. Worboys-Turner, a resolution was adopted approving the assumption and assignment of PILOT to Southpoint Cove II, LLC and Waters Edge Apartments I, LLC. Michael Townsend offered the following explanation; the lender requires single purpose entities for each phase of the development. All Aye.

On a motion made by G. Collins and seconded by M. Worboys-Turner the Board unanimously approved appointment of Jeffrey Adair to Public Hearing Officer. All Aye.

There being no further business, the meeting was adjourned by Ann Burr.