



COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY

**AGENDA – AGENCY MEETING OF OCTOBER 18, 2010
EBENEZER WATTS CONFERENCE CENTER– 12:00 NOON**

1. Call meeting to order
2. Pledge of Allegiance
3. Public Comments
4. Loewke Brill Report
5. Applications:

Sutherland Global Services, Inc. (Sales Tax Exemption Only)
1180 Jefferson Road
Rochester, New York 14534

Project Address: 250 Wallace Way
Rochester, NY 14624

Sutherland Global Services, Inc. (Sutherland) provides business outsourcing solutions for back office and front office operations for the various industries including banking, finance, insurance, healthcare, telecommunications, technology and gaming. Sutherland proposes to lease an additional 39,000 square feet at the Rochester Tech Park (RTP) in the Town of Gates and invest \$2.5 million in equipment and furnishings in their Monroe County locations to support new contracts. Sutherland employs 2,741 in Monroe County and is projecting to create 450 new jobs. In 2010, Sutherland leased 68,000 square feet at the RTP and invested \$2 million, at which time employment was 2,199. Sutherland has been approved for a GreatRebate through MCIDC and is seeking approval of EquiPlus. The job creation requirement is 4.

1612 Ridge Rd, LLC (\$9,150,000 Lease/Leaseback w/ JobsPlus)
4,000 W.Ridge Road (\$ 850,000 Sales Tax Only)
Rochester, New York
14626

Tenant & Location: LA Fitness International LLC
1612 East Ridge Road
Rochester, New York 14621

1612 Ridge Rd, LLC is proposing construction of 45,000 square foot fitness center on 4 acres at the corner of East Ridge Road and Kings Highway in the Town of Irondequoit. The project, which will require demolition of two former auto dealership facilities, will include a swimming pool, sauna, racquetball, basketball and other fitness related facilities. The Town of Irondequoit has provided a letter of support to this \$10,000,000 project, citing it as a desirable redevelopment of the East Ridge Road corridor. The project is projected to create 30 new FTE jobs at opening. The applicant seeks approval of JobsPlus property tax abatement. The JobsPlus job creation requirement is 1 FTE.

Rochester True North Lodging, LLC (Lease/Leaseback w/ Jobs Plus)
7300 W. 110th Street, Suite 990
Overland Park, KS 66210

Project Address: 280 Clay Road
Rochester, New York 14623

Rochester True North Lodging, LLC will be constructing an 80,000 square foot, 4- story Hampton Inn & Suites on a 3.78 acre site in Henrietta, NY. The 126 room hotel will feature 40 king suites along with exercise facilities, meeting space and an executive boardroom. The project is located near many businesses that will benefit from the hotels patronage. The \$15 million project is projected to create 35 new FTE within three years. The applicant seeks approval of JobsPlus property tax abatement. The JobsPlus job creation requirement is 1 FTE.

Boundary Fence of Rochester LLC (Sales Tax Exemption Only)
595 Trabold Road
Rochester, New York 14624

Boundary Fence of Rochester LLC (BFR) is a manufacturer and distributor of vinyl fence and railing products which are sold to commercial fence installers and retail suppliers located primarily in Upstate New York, New England and Eastern Canada. BFR is an upstate expansion of Boundary Fence which is currently located on Long Island and in New Jersey. BFR will be leasing a formerly vacant 78,000 square foot facility in the Town of Gates. The \$1.6 Million project includes renovations and equipment. The project is projected to create 74 new FTE jobs over five years. The applicant seeks approval of sales tax exemption only on \$445,000 of renovations and non-manufacturing equipment.

Fresnel Optics, Inc. (Lease/Leaseback with JobsPlus)
200 Park Centre Drive (Approval up to \$100,000)
West Henrietta, NY 14586

Fresnel Optics, Inc. (Fresnel) is a subsidiary of the Reflexite Corporation (Reflexite), a global supplier of microstructured optics components for the lighting, solar power, instrumentation and display industries. Fresnel produces durable, low stress nickel tooling which is used by the two business units of the parent company. Reflexite was recently acquired by Orafol, a private German corporation that has a need for a much larger volume of the tooling currently being manufactured by Fresnel. Orafol considered establishing a new manufacturing facility in Germany and Savannah, Georgia, before deciding to expand Fresnel's manufacturing operation in Monroe County. Fresnel is proposing a 48,000 square foot expansion to their 28,000 square foot facility on 5.2 acres in the Town of Henrietta. The \$4 million project is projected to create 7 new FTE within three years. The applicant seeks approval of JobsPlus property tax abatement. The JobsPlus job creation requirement is 3 FTE.

6. Approval of Minutes – Agency Meeting September 20, 2011
7. Ann Burr, Chair Finance Committee
- Presentation/Approval COMIDA 2012 Budget
8. Hank Stuart, Chair Governance Committee
9. Chairman Mazzullo – Discussion Items

10. Executive Director Seil – Discussion Items
11. Legal Counsel Townsend – Discussion Items
 - Gallina 500 Mile Crossing/Approve additional tenant/ Restaurant Technologies, Inc.
 - 900 John Street, Henrietta/Increase project amount from \$2,474,902 to \$2,674,903 (\$200,000 increase).
 - Unity at Ridgeway/Amend existing PILOT.
 - Premium Mortgage Corp./Increase in project costs from \$120,000 to \$197,000 (\$77,000 increase)
 - Gallina 1880 – 1882 South Winton Road/Approve mortgage tax exemption on \$4,750,000.

The next scheduled meeting of the Agency will be **Tuesday, November 15, 2011**