



BOARD MEETING MINUTES
October 20, 2020
DRAFT

Time & Place: 12:00 p.m. via conference call per Governor’s Executive Order 202.1

Board Present: J. Alloco, L. Bolzner, A. Burr, A. Meleo, T. Milne, R. King, J. Popli (joined at 12:25)

Board Absent: None

Also Present: L. Birr, A. Clark, R. Finnerty, A. Liss, F. Pelow, R. Baranello, Esq., G. Genovese, K. Loewke, B. LaFountain

Chair Burr called the meeting to order at 12:00 p.m.

On motion by R. King, second by T. Milne, all aye, minutes of the September 15, 2020 meeting were approved.

K. Loewke presented the August and September 2020 Local Labor Reports.

B Lafountain presented the local labor exemptions report for September 2020.

G. Genovese presented the financial report for September 2020.

Executive Director Liss presented the following projects for consideration:

Ring Concierge LLC

Ring Concierge LLC, is a jewelry company founded in 2013 that is currently headquartered in New York City. Ring Concierge LLC is proposing to move customer service, finance, HR and E-commerce operations to the new location in the Town of Pittsford. The \$115,000 project is projected to create 19 new FTEs with 6 new hires in the next three months. The applicant is seeking approval of sales exemptions only. The Benefit/Incentive ratio is 116:1.

The applicant was represented by Nicole Wegman. The applicant confirmed awareness of the local labor policy and that exemptions are requested 45 days in advance.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY TAKING OFFICIAL ACTION TO (i) APPOINT RING CONCIERGE LLC OR A RELATED ENTITY FORMED OR TO BE FORMED (COLLECTIVELY, THE "COMPANY") AS ITS AGENT TO UNDERTAKE A CERTAIN PROJECT; (ii) PROVIDE FINANCIAL ASSISTANCE TO THE COMPANY IN THE FORM OF A SALES AND USE TAX EXEMPTION FOR PURCHASES AND RENTALS RELATED TO THE RENOVATION AND EQUIPPING OF THE IMPROVEMENTS; AND (iii) AUTHORIZE THE EXECUTION AND DELIVERY OF A PROJECT AGREEMENT AND RELATED DOCUMENTS.

On motion by T. Milne to approve the resolution, second by L. Bolzner, a roll call vote resulted as follows and the motion carried:

| | | | |
|------------|--------|-----------|-----|
| J. Popli | Absent | J. Alloco | Aye |
| A Meleo | Aye | R. King | Aye |
| L. Bolzner | Aye | A Burr | Aye |
| T. Milne | Aye | | |

19 Cambridge Street LLC

19 Cambridge Street LLC, a real estate holding company, has purchased a building in the City of Rochester at 19 Cambridge Street to relocate Reliant Staffing Systems, Inc. dba Career Start, to support expansion and relocation due to a catastrophic fire at the previous location. Career Start specializes in working with individuals with multiple barriers to employment such as incarceration, English as a second language and single parents. The new office space will provide for a one-stop shop to provide supportive services, physicals, and medical clearances, employment related coaching and placement. Career Start employees 40 internal staff members and worked with over 5,000 flexible staff last year. The total project will create 5 new jobs over the next 3 years. The job requirement is 4. The applicant is seeking approval of the Jobs Plus PILOT program, sales tax and mortgage recording tax exemptions. The benefit to incentive ratio is 10:1.

The applicant was represented by Lindsay McCutchen. The applicant confirmed awareness of the local labor policy and that exemptions are requested 45 days in advance. Ms. Baranello noted there were no comments at the public hearing.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY (i) ACKNOWLEDGING THE PUBLIC HEARING HELD BY THE AGENCY ON OCTOBER 20, 2020, WITH RESPECT TO THE 19 CAMBRIDGE STREET, LLC (THE "COMPANY") PROJECT (THE "PROJECT"); (ii) MAKING A DETERMINATION WITH RESPECT TO THE PROJECT PURSUANT TO SEQRA; (iii) APPOINTING THE COMPANY AND THE TENANT AS AGENTS OF THE AGENCY; (iv) AUTHORIZING FINANCIAL ASSISTANCE TO THE COMPANY IN THE FORM OF (A) A SALES AND USE TAX EXEMPTION FOR PURCHASES AND RENTALS RELATED TO THE ACQUISITION, RENOVATION AND EQUIPPING OF THE PROJECT; (B) IF NECESSARY, A MORTGAGE RECORDING TAX EXEMPTION; AND (C) A REAL PROPERTY TAX ABATEMENT STRUCTURED THROUGH A PAYMENT-IN-LIEU-OF-TAX AGREEMENT ("PILOT AGREEMENT"); AND (v) AUTHORIZING THE NEGOTIATION, EXECUTION AND DELIVERY OF A PROJECT AGREEMENT, LEASE AGREEMENT, LEASEBACK AGREEMENT, PILOT AGREEMENT AND RELATED DOCUMENTS WITH RESPECT TO THE PROJECT.

On motion by R. King to approve the resolution, second by J. Alloco, a roll call vote resulted as follows and the motion carried:

| | | | |
|------------|-----|-----------|-----|
| J. Popli | Aye | J. Alloco | Aye |
| A Meleo | Aye | R. King | Aye |
| L. Bolzner | Aye | A Burr | Aye |
| T. Milne | Aye | | |

Ren Square LLC

REN SQUARE, LLC, a real estate holding company, has purchased the historic Glenny Building located downtown in the City of Rochester. The long vacant building is a six story structure containing 33,000 sf and is listed on the National Register of Historic Places. The building will be redeveloped into a mixed-use property with 25 apartments ranging in price from \$873/month to \$2,083/month, depending on size, and commercial space. The \$3,800,000 project is projected to create 1 new FTEs over the next three years. The applicant is seeking approval of sales and mortgage tax exemptions only. The Benefit/Incentive ratio is 7:1.

The applicant was represented by Patrick Dutton. The applicant confirmed awareness of the local labor policy and that exemptions are requested 45 days in advance. Ms. Baranello noted there were no comments at the public hearing.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY TAKING OFFICIAL ACTION TO (i) ACKNOWLEDGE THE PUBLIC HEARING HELD BY THE AGENCY ON OCTOBER 20, 2020, WITH RESPECT TO THE PROJECT; (ii) MAKE A DETERMINATION WITH RESPECT TO THE PROJECT PURSUANT TO SEQRA; (iii) APPOINT REN SQUARE, LLC OR A RELATED ENTITY FORMED OR TO BE FORMED (COLLECTIVELY, THE "COMPANY") AS ITS AGENT TO UNDERTAKE THE PROJECT; (iv) AUTHORIZE FINANCIAL ASSISTANCE TO THE COMPANY IN THE FORM OF (A) A SALES AND USE TAX EXEMPTION FOR PURCHASES AND RENTALS RELATED TO THE PROJECT AND (B) A MORTGAGE RECORDING TAX EXEMPTION; AND (v) AUTHORIZE THE NEGOTIATION, EXECUTION AND DELIVERY OF A PROJECT AGREEMENT, LEASE AGREEMENT, LEASEBACK AGREEMENT AND RELATED DOCUMENTS WITH RESPECT TO THE PROJECT.

On motion by T. Milne to approve the resolution, second by R. King, a roll call vote resulted as follows and the motion carried:

| | | | |
|------------|-----|-----------|-----|
| J. Popli | Aye | J. Alloco | Aye |
| A Meleo | Aye | R. King | Aye |
| L. Bolzner | Aye | A Burr | Aye |
| T. Milne | Aye | | |

Fairview at Town Center III

Fairview at Town Center III LLC, proposes to continue its construction of 249 market rate rental units in the Town of Henrietta as Phase III of the project. This multi-family development contributes to the Town's vision for a Town Center as envisioned in the town's 2003 Comprehensive Plan. Phase I included the construction of 124 apartments units and received approval for sales and mortgage recording tax exemptions in July 2016. Phases II and III include the construction of 125 apartments and townhouses and was approved for sales and mortgage recording tax exemption in December 2017. Phase III completes the \$23 million project by constructing the remaining and previously approved apartments and townhomes. Phases II and III of the project are projected to create 3 new FTEs over the next three years. The applicant is seeking approval of mortgage recording and sales tax exemptions. The Benefit/Incentive ratio is 10:1.

The applicant was represented by Michael Spoleta. The applicant confirmed awareness of the local labor policy and that exemptions are requested 45 days in advance. Ms. Baranello noted there were no comments at the public hearing.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY TAKING OFFICIAL ACTION TO (i) ACKNOWLEDGE THE PUBLIC HEARING HELD BY THE AGENCY ON OCTOBER 20, 2020, WITH RESPECT TO THE PROJECT; (ii) MAKE A DETERMINATION WITH RESPECT TO THE PROJECT PURSUANT TO SEQRA; (iii) APPOINT FAIRVIEW AT TOWN CENTER III LLC OR A RELATED ENTITY FORMED OR TO BE FORMED (COLLECTIVELY, THE "COMPANY") AS ITS AGENT TO UNDERTAKE THE PROJECT; (iv) AUTHORIZE FINANCIAL ASSISTANCE TO THE COMPANY IN THE FORM OF (A) A SALES AND USE TAX EXEMPTION FOR PURCHASES AND RENTALS RELATED TO THE PROJECT AND (B) A MORTGAGE RECORDING TAX EXEMPTION; AND (v) AUTHORIZE THE NEGOTIATION, EXECUTION AND DELIVERY OF A PROJECT AGREEMENT, LEASE AGREEMENT, LEASEBACK AGREEMENT AND RELATED DOCUMENTS WITH RESPECT TO THE PROJECT.

On motion by J. Alloco to approve the resolution, second by J. Popli, a roll call vote resulted as follows and the motion carried:

| | | | |
|------------|-----|-----------|-----|
| J. Popli | Aye | J. Alloco | Aye |
| A Meleo | Aye | R. King | Aye |
| L. Bolzner | Aye | A Burr | Aye |
| T. Milne | Aye | | |

Executive Director Liss presented the following project modifications for consideration:

1733 Ridge Road LLC – Extension

1733 Ridge Road, LLC, is the owner of the former Irondequoit Mall which is being redeveloped as SkyView on the Ridge. The 1 million square foot facility will be repurposed in to flex office/warehouse space. Phase 1 of the project was approved by the board in March of 2018 for mortgage recording tax exemption, sales tax exemption and a custom 20 year PILOT. The applicant is seeking an extension of the sales tax exemption through December 31, 2022 as the project has had construction delays due to the COVID-19 pandemic.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY (THE "AGENCY") AUTHORIZING THE EXTENSION OF THE SALES AND USE TAX EXEMPTION BENEFITS (AS HEREINAFTER DEFINED) GRANTED TO 1733 RIDGE RD LLC (THE "COMPANY") THROUGH DECEMBER 31, 2022, AND THE EXECUTION OF RELATED DOCUMENTS.

On motion by A. Meleo to approve the resolution, second by L. Bolzner, all aye, the motion carried.

American Packaging – Amend Resolution

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY (THE "AGENCY") AUTHORIZING THE AMENDMENT TO THE RESOLUTION DATED NOVEMBER 19, 2019 TO PROPERLY NOTE THE PREVIOUSLY APPROVED INCREASE IN THE SALES TAX EXEMPTION BENEFIT GRANTED TO AMERICAN PACKAGING CORPORATION (THE "COMPANY").

On motion by T. Milne to approve the resolution, second by J. Popli, all aye, the motion carried.

A. Meleo reported that the Finance Committee met to review the proposed 2021 budget, and recommends that the full board adopt the 2021 budget as presented. Executive Director Liss and G. Genovese reviewed details of the 2021 budget. It was noted that the budget is balanced for the first time since 2018. Upon motion by R. King, second by L. Bolzner, all aye, the board adopted the 2021 budget as presented.

Executive Director Liss presented the Return Upstate to Work Grant. COMIDA will use the \$40,000 grant from Excellus to purchase and distribute Personal Protective Equipment supplies to the community in the form of kits. Kits will be dispensed to businesses that are reopening or have recently reopened after a COMIDA-19 related shutdown. Upon motion by J. Popli, second by A. Meleo, all aye, the board accepted the use of a \$40,000 grant from Excellus Health Plan Inc. as outlined in the Grant Agreement.

Megan Alchowiak presented a request from the Shore Foundation Program. The Shore Foundation repairs and refurbishes laptops and desktop computers and makes them available to those who need it most. Upon motion by L. Bolzner, second by J. Alloco, all aye, the board approved a \$20,412 contribution to the Shore Foundation to purchase six rolling computer carts.

Executive Director Liss introduced Erika Rosenberg and Kent Gardner from the Center for Governmental Research to present the Monroe County Economic Development report and recommendations after their review and analysis.

There being no further business the regular meeting of the Board of Directors of was adjourned on motion by R. King, second by L. Bolzner, all aye.

Lisa Bolzner, Secretary