



**BOARD MEETING MINUTES**  
**January 24, 2020**

Time & Place: 12:00 p.m., Watts Conference Center, 47 South Fitzhugh Street, Rochester, NY 14614  
Board Present: A. Burr, L. Bolzner, T. Milne, J. Popli  
Board Absent: A. Meleo  
Also Present: R. Baranello, Esq., L. Birr, G. Genovese, K. Loewke

Chair Burr called the meeting to order at 12:00 p.m. and the board recited the Pledge of Allegiance.

On motion by J. Popli, second by L. Bolzner, all aye, the minutes of the December 17, 2019 meeting were approved.

K. Loewke presented the local labor report for December 2019 and the 2019 annual report.

No members of the public spoke before the board.

G. Genovese presented the financial report for December 2019 and noted the 2019 financial audit will begin shortly.

The following projects were presented for consideration:

**800 Parker Hill Drive LLC**

800 Parker Hill Drive, LLC, a real estate holding company, proposes to construct a 40,000 sq. ft. office building located on 6.9 acres in the new Panorama Park development in Penfield, NY. Two anchor tenants have been identified to occupy the building. The proposed tenants are Dolomite Products Co., Inc. (Dolomite) and Relph Benefit Advisors (RBA). Dolomite has ready-mix concrete operations, aggregate quarries, asphalt plants and paving construction crews that supply private contractors, state and federal agencies. RBA provides insurance and employee benefits services to companies with 100-3,000 employees. The applicant is seeking mortgage recording tax exemption, sales tax exemption on construction materials, and the JobsPlus property tax abatement on the \$8 million building investment. One tenant, Dolomite, is seeking sales tax exemption on furniture, fixtures and equipment purchases of \$525,000. RBA will apply at a later date when equipment costs are finalized. The \$8.6 million project will impact a combined 118 FTEs and is expected to create an additional 13 FTEs over the next three years. The benefit to incentive ratio is 12 : 1.

The applicant was represented by John Topping (Dolomite), Aaron Buzzell (RBA) and Eric Jones (Lefrois Associates). The applicant confirmed awareness of the local labor policy and that exemptions need to be requested 45 days in advance.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY D/B/A IMAGINE MONROE (i) ACKNOWLEDGING THE PUBLIC HEARING HELD BY THE AGENCY ON JANUARY 17, 2020, WITH RESPECT TO THE 800 PARKER HILL DRIVE LLC (THE "COMPANY") PROJECT (THE "PROJECT"); (ii) MAKING A DETERMINATION WITH RESPECT TO THE PROJECT PURSUANT TO SEQRA; (iii) APPOINTING THE COMPANY AS AGENT 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, CONSTRUCTION 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 J. Popli to approve the resolution, second by T. Milne, a roll call vote resulted as follows and the motion carried:

L. Bolzner	Yea	T. Milne	Yea
A. Burr	Yea	J. Popli	Yea
A. Meleo	Absent		

**Buckingham Properties, LLC – Calero Software**

Buckingham Properties, LLC (Buckingham), a commercial real estate and development company, proposes to modernize and renovate an existing 49,000 square foot commercial office building in the City of Rochester. The new anchor tenant, Calero Software, LLC (Calero), is a global provider of Communications and Cloud Lifecycle Management (CLM) software. Calero is proposing to move from the Town of Henrietta to the project location. The Company considered other potential locations for this expansion including other U.S. cities, United Kingdom and the Netherlands. The project is expected to include roof repairs, window replacement, common area renovation as well as major renovation to the interior of Calero's leased space (approximately 48% of the project location). Buckingham is seeking sales tax exemption on construction materials and the JobsPlus property tax abatement on the \$1.4 million building investment. Calero is seeking sales tax exemption on materials, furniture, fixtures and equipment purchases of \$850,000. The \$2.3 million project will impact 177 FTEs and is expected to create an additional 60 FTEs over the next three years. The benefit to incentive ratio is 135 : 1.

The applicant was represented by R. Finley and C. Cimini (Buckingham) and D. Bliss (Calero). The applicant confirmed awareness of the local labor policy and that exemptions need to be requested 45 days in advance. A public hearing was held on January 21 and no one spoke.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY D/B/A IMAGINE MONROE (i) ACKNOWLEDGING THE PUBLIC HEARING HELD BY THE AGENCY ON JANUARY 21, 2020, WITH RESPECT TO THE BUCKINGHAM PROPERTIES 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 AND (B) 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 J. Popli to approve the resolution, second by T. Milne, a roll call vote resulted as follows and the motion carried:

L. Bolzner	Yea	T. Milne	Yea
A. Burr	Yea	J. Popli	Yea
A. Meleo	Absent		

The following project modifications were presented for consideration:

**45 Becker Road LLC - Increase**

45 Becker Road, a real estate holding company, is renovating 40,000 square feet at 45 Becker Road for Orolia USA Inc, which develops and manufacturers resilient positioning, navigation and timing platforms, known as Global Positioning System. The project was originally approved in August of 2019 for sales tax and mortgage recording tax exemptions. The project impacted 90 FTEs and is projected to create 20 new FTEs over the next three years. 45 Becker Road has experienced unanticipated costs due to requested change orders since the original application and is requesting a \$360,000 increase in project costs and associated the sales tax exemption. The total project cost is now \$3,688,801 million.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY D/B/A IMAGINE MONROE (THE "AGENCY") AUTHORIZING ADDITIONAL FINANCIAL ASSISTANCE TO 45 BECKER ROAD, LLC (THE "COMPANY") IN AMOUNTS EXCEEDING THE AMOUNTS APPROVED BY THE AGENCY IN ITS RESOLUTION ADOPTED ON AUGUST 20, 2019.

On motion by L. Bolzner to approve the resolution, second by J. Popli, all aye, the motion carried.

**Sibley Redevelopment Limited Partnership - Extension**

Sibley Redevelopment Limited Partnership purchased the former Sibley Department Store on Main Street in the City of Rochester and was originally approved in 2012 for a custom PILOT. Sibley Redevelopment Limited Partnership is requesting an extension on the sales tax exemption through December 31, 2020 as they continue to buildout empty commercial space for tenants.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY D/B/A IMAGINE MONROE (THE "AGENCY") AUTHORIZING THE EXTENSION OF THE SALES TAX EXEMPTION BENEFIT GRANTED TO SIBLEY REDEVELOPMENT LIMITED PARTNERSHIP (THE "COMPANY") THROUGH DECEMBER 31, 2020.

On motion by L. Bolzner to approve the resolution, second by J. Popli, all aye, the motion carried.

**Vargas Associates - Extension**

Vargas Associates, a facilities project management company, was originally approved for a sales tax exemption in February 2019. Vargas is expanding its current location and is requesting an extension on the sales tax exemption through June 30, 2020 as there was unforeseen damage during the renovation which has required more time.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY D/B/A IMAGINE MONROE (THE "AGENCY") AUTHORIZING THE EXTENSION OF THE SALES TAX EXEMPTION BENEFIT GRANTED TO VARGAS ASSOCIATES INC. (THE "COMPANY") THROUGH JUNE 30, 2020.

On motion by L. Bolzner to approve the resolution, second by J. Popli, all aye, the motion carried.

Chair Burr reviewed summary of 2019 programs submitted by Jean Kase of the TEN Program, who was unable to be in attendance. The board resolved to go into Executive Session under Section 105(1)(d) of the NYS Public Officer Law to discuss legal issues, upon motion by J. Popli and second by T. Milne, all aye, the motion was approved. A motion to end Executive Session and continue the regular meeting was approved.

There being no further business and on motion by L. Bolzner, second by J. Popli, all aye, the regular meeting of the Board of Directors of Imagine Monroe was adjourned at 1:07 p.m.

  
Lisa Bolzner, Secretary