



COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY

MINUTES – AGENCY MEETING – April 22, 2008

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

Board Present: T. Mazzullo (Chair), A. Burr, L. Doyle, R. Hurlbut,
S. Moore, H. Stuart

Also Present: J. Seil (Executive Director), W. Zyra (President, Monroe County Legislature),
E. Liberti, M. Townsend, Esq.

Chair Mazzullo called the meeting to order. L. Doyle led the Pledge of Allegiance.

Dan Conte of Loewke & Brill Consulting presented the Monitoring Report for the period of March 1, 2008 – March 31, 2008. During that time, 24 monthly visits were made and 4 follow up visits were conducted. Of the 202 workers that were identified, 13 were noncompliant on the initial visit. Twelve of these workers were not present on the follow up visit which was conducted within 24 hours and 1 was now compliant. As of March 31, 2008 all sites were compliant.

J. Seil presented the following applications for agency consideration:

Castle Office Group, LLC Lease/Leaseback with LeasePlus

The company was represented by Ralph DiTucci. Castle Office Group, LLC proposes to construct a new building of approximately 80,000 square feet of which 52,000 square feet will be an off-site hospital-based ambulatory surgery service for Strong Memorial Hospital. It will accommodate an Operating Room/Procedure Suite as well as a pre/post-operative care space, a materials processing unit for instrument sterilization and preparation, and family waiting and patient intake space. The \$36 million project will impact 92 existing employees and is projected to create 34 new FTE within three years. The applicant seeks approval of LeasePlus property tax abatement based on the local labor and suppliers rule. The LeasePlus job creation requirement is 9 FTE. After a brief discussion, including comments from Ray Tierney, Brighton town councilman, in support of the project, and on a motion made by H. Stuart and seconded by S. Moore, a resolution was adopted approving SEQR for the subject property. All Aye. On a motion made by L. Doyle and seconded by S. Moore, a final resolution was adopted approving subject project. All Aye.

Genesee Brooks, LLC (Lease/Leaseback with JobsPlus)

The company was represented by Ronald Christenson. Genesee Brooks, LLC proposes to construct a 28,000 square foot facility at 910-960 Genesee Street in the City of Rochester. Upon project completion the primary tenant will be administrative staff of the University of Rochester. This project will assist with the expansion of services and facilities provided by the University to the local area and abroad. The \$4.2 million project is projected to create 30 FTE. The applicant seeks approval of JobsPlus property tax abatement based on the local labor and suppliers rule.

The JobsPlus job creation requirement is 11 FTE. Director Seil noted that a Public Hearing was held in the City of Rochester on April 22, 2008. After a brief discussion and on a motion made by H. Stuart and seconded by L. Doyle, a resolution was adopted approving SEQR for the subject property. All Aye. On a motion made by S. Moore and seconded by L. Doyle, a final resolution was adopted approving subject project. All Aye.

Arnprior Rapid Manufacturing Solutions Inc. (Sales Tax Exemption Only)

The company was represented by Glen Foster and Chris Howell. American Acquisition Investment Company will purchase the Rapid Manufacturing Development Center from the Eastman Kodak Company. To be known as Arnprior Rapid Manufacturing Solutions Inc., they will produce prototypes of potential new products, manufacture proprietary equipment used in film and paper manufacturing and provide a range of unique technical services. Arnprior Rapid Manufacturing Solutions Inc. will be purchasing a new IT/IS system, communications, servers and computers in order to separate from Eastman Kodak. The \$1,102,800 project will be retaining 161 FTE that would otherwise have been outsourced outside of Monroe County and expects to create an additional 35 FTE within three years. The company is seeking approval for a sales tax exemption. After a brief discussion and on a motion made by L. Doyle and seconded by R. Hurlbut, an inducement resolution was adopted approving subject project. All Aye.

Ward's Natural Science Establishment, LLC (Lease/Leaseback with JobsPlus)

The company was represented by Kevin Corcoran. Ward's Natural Science Establishment, LLC proposes to construct an addition of 52,800 square feet to their existing facility currently consisting of 262,000 square feet located on 33 acres in Henrietta. Since 1862, Ward's has been the leading supplier of the highest quality science education materials for high-school and college level biology and geology classes as well as life, environmental, earth and physical science studies for grades 5 through 9. The Henrietta location is home to its' company offices, biology and geology specimen production, product assembly and warehouse. This expansion will allow Ward's to expand catalog sales and distribution of educational products. The \$2,395,000 project will impact 208 existing employees and is projected to create 24 new FTE jobs within three years. The applicant seeks approval of JobsPlus property tax abatement based on the local labor and supplier rule. The JobsPlus job creation requirement is 21 FTE. After a brief discussion and on a motion made by H. Stuart and seconded by R. Hurlbut, a resolution was adopted approving SEQR for the subject property. All Aye. On a motion made by H. Stuart and seconded by S. Moore, a final resolution was adopted approving subject project. All Aye.

ESL Federal Credit Union (Lease/Leaseback with Green JobsPlus)

The company was represented by Walter Rusnak. ESL Federal Credit Union proposes to build a six-story corporate headquarters at 225 Chestnut Street in downtown Rochester. Founded by George Eastman in 1920, ESL Federal Credit Union is one of the nation's largest and most successful credit unions. The 180,000 square foot building will include a full-service branch on the first floor and the remainder for office space. The building will feature energy-efficient technologies including a geothermal heating/cooling system and is expected to be LEED certifiable as a "green" building. ESL will also build a new parking garage with skyway connection. The \$43 million project will impact 342 existing employees and is projected to create 35 new FTE within three years. The applicant seeks approval of Green JobsPlus property tax abatement based on the use of 100% local labor and suppliers to construct the project. The Green JobsPlus job creation requirement is 35 FTE. After a brief discussion and on a motion made by H. Stuart and seconded by S. Moore, a resolution was adopted approving SEQR for the subject property. All Aye. On a motion made by L. Doyle and seconded by R. Hurlbut, a final resolution was adopted approving subject project. All Aye.

North Forest Properties #3, LLC (Lease/Leaseback with JobsPlus)

The company was represented by Marshall Cook. North Forest Properties #3, LLC proposes to construct a 14 unit building consisting of 18,228 square feet located at 103 Canal Landings in the Town of Greece. Total project cost is \$2.1 million. Three tenants will occupy 50% of the space for which the project benefits will be received. These tenants are: Unity Health Neurology Group and Unity Health Internal Medicine, both of which are part of the Unity Health System; a 681-bed health network serving the City of Rochester and western Monroe County and is affiliated with the University of Rochester School of Medicine and Dentistry. Also, Lifetime Assistance which provides a full spectrum of support to individuals with developmental disabilities to become productive and successful participants in our community. Each of these groups will serve as satellite locations for their parent organizations. The \$2,100,000 project will impact 24 existing employees and is projected to create 9 new FTE within three years. The applicant seeks approval of JobsPlus property tax abatement based on the local labor and suppliers rule. The

JobsPlus job creation requirement is 3 FTE. After a brief discussion and on a motion made by R. Hurlbut and seconded by S. Moore, a resolution was adopted approving SEQR for the subject property. All Aye. On a motion made by R. Hurlbut and seconded by S. Moore, a final resolution was adopted approving subject project. All Aye.

Calvary Design Team, Inc. (Lease/Leaseback with JobsPlus)

The company was represented by Tom Passero. Calvary Design Team, Inc. (CDT) was founded in 1994 as a manufacturer of special machines, automated systems, and specialized fixturing. CDT primarily serves the medical device, health care, automotive, business machine, and electronic industries. In 2003 CDT expanded their operations in Monroe County, purchasing a 70,000 square foot facility at Henrietta's Erie Station Industrial Park with a tax-exempt bond through COMIDA. CDT is proposing to expand this facility by constructing a 4,500 square foot addition of professional office space. The \$393,500 project is projected to create 8 new FTE within 3 years. The applicant seeks approval of JobsPlus property tax abatement. The Jobs Plus job creation requirement is 8 FTE. After a brief discussion and on a motion made by R. Hurlbut and seconded by S. Moore, a resolution was adopted approving SEQR for the subject property. All Aye. On a motion made by H. Stuart and seconded by S. Moore, a final resolution was adopted approving subject project. All Aye.

GGG Construction LLC (Mortgage Tax and Sales Tax Exemption only)

GGG Construction LLC (GGG) is the owner of the Executive Office Building, a seven floor; 200,000 square foot building located at 36 W. Main St. in the City of Rochester. GGG Construction LLC will be renovating the interior of the 6th floor of this building, approximately 28,000 square feet. The renovations will be done on behalf of the current tenant, The Lucian Group, a company which aids accredited individuals with their asset protection, tax and estate planning needs. The Lucian Group currently employs 14 FTE and projects the creation of another 10 FTE over three years. The total project cost is \$800,000. GGG Construction LLC is seeking approval for both a mortgage tax and a sales tax exemption. After a brief discussion and on a motion made by R. Hurlbut and seconded by S. Moore, a final resolution was adopted approving subject project. All Aye.

McAlpin Industries, Inc. (EquiPlus)

The company was represented by John Chernak. McAlpin Industries, Inc. (McAlpin) is a manufacturer of sheet metal products, assemblies and related services. The company is installing a climate control system at their manufacturing plant, located in the City of Rochester. The cost of the project is \$414,600. The company is seeking sales tax exemption on the equipment purchases totaling \$187,737. McAlpin will create 4 new full time positions in two years. The company has been approved for a GreatRebate on the purchases through the Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus. McAlpin is currently participating in the GreatRate program. After a brief discussion and on a motion made by H. Stuart and seconded by S. Moore, an inducement resolution was adopted approving subject project. All Aye.

Normal Communications, LLC (EquiPlus)

The company was represented by Arnold Rothschild. Normal Communications, LLC provides full service advertising for transit, airport, railway and outdoor venues. Normal Communications, LLC is purchasing a curable ink jet printer, a printer/cutter, a cold mount laminator and a wall mount substrate cutter. Normal Communications employs 18 in Monroe County and expects to create 2 FTE. The company has been approved for a GreatRate on the equipment purchase through the Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus. After a brief discussion and on a motion made by R. Hurlbut and seconded by H. Stuart, an inducement resolution was adopted approving subject project. All Aye.

RL Kistler, Inc. (EquiPlus)

The company was represented by Jeff Ingerick. In November of 2007 Gallina Development Corp. received assistance to construct a new 20,000 square foot distribution center for RL Kistler, Inc (Kistler) in the Town of Gates. Kistler is a distributor of mechanical and electrical equipment, specializing in precision and specialized environmental air conditioning systems, power generating equipment and power conditioning equipment. Kistler is proposing to purchase new computers, phone systems and specialty tools to equip the new facility. The combined cost of the equipment is \$250,000. Kistler employs 19 in Monroe County and expects to create 2 new full time positions. The company has been approved for a GreatRate on the equipment purchase through the Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus. After a brief discussion and on a

motion made by L. Doyle and seconded by R. Hurlbut, an inducement resolution was adopted approving subject project. All Aye.

On motion made by H. Stuart and seconded by R. Hurlbut, minutes for the meeting of March 18, 2008 (adjourned to March 20, 2008) were reviewed and adopted and approved. All Aye.

Chair Mazzullo congratulated Director Judy Seil on her recent Rochester Business Journal profile.

Executive Director Seil noted that a revamped COMIDA website will be on line shortly and that the Annual Financial Report to the New York State Comptroller is near completion.

M. Townsend, Board Counsel, presented the following items for Agency Action:

-Lone Star Recreation, Inc.

On motion made by R. Hurlbut and seconded by L. Doyle, a resolution was adopted approving a six month extension of the sales tax letter for the above project. All Aye.

-Uniform Tax Exemption Policy

On motion made by H. Stuart and seconded by S. Moore, a resolution was adopted approving an amendment to the Uniform Tax Exemption Policy consistent with state statute regarding notice to affected taxing jurisdictions. All Aye.

-LeChase Construction Services, LLC

On motion made by R. Hurlbut and seconded by S. Moore, a resolution was adopted approving an increase in the project amount \$618,935 to \$995,171 for the above project. All Aye.

-Lehigh Road Realty

On motion made by L. Doyle and seconded by S. Moore, a resolution was adopted approving VP Supply as tenant. All Aye.

-EJ DelMonte

On motion made by R. Hurlbut and seconded by S. Moore, a resolution was adopted approving refinancing of the above project. All Aye.

-Cloverwood Senior Living Bond

On motion made by R. Hurlbut and seconded by S. Moore, a resolution was adopted approving an interest rate reset for the above project. All Aye.

-Clover Blossom Expansion

On motion made by R. Hurlbut and seconded by S. Moore, a resolution was adopted approving an increase from \$15.5Million to \$23.5Million. All Aye.

The Public Forum was opened by Chair Mazzullo. Charles York, of York Safety Consultants, commented about worksite safety and interest in ongoing COMIDA projects. Ray Tierney complimented Director Seil on the recent Rochester Business Journal article and thanked her for her service to the Town of Brighton. There being no further speakers, the Public Forum was closed. There being no further business, on a motion made by H. Stuart and seconded by S. Moore, the meeting was adjourned.