



COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY

**AGENDA – AGENCY MEETING OF JULY 21, 2009  
EBENEZER WATTS CONFERENCE CENTER– 12:00 NOON**

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

**Affordable Senior Housing Opportunities of NY Inc. - Lease/Leaseback  
348 Harris Hill Road, Suite B  
Williamsville, NY 14221**

**Project Address: Lyell Road  
Town of Gates, NY**

Affordable Senior Housing Opportunities of NY Inc. (ASHONY) is a Buffalo based developer of affordable housing opportunities for senior citizens capable of living independently. ASHONY proposes to construct a 126 unit, three-story apartment building on 15 acres in the Town of Gates. The \$9.8 million project will serve lower middle income seniors, aged 60 and older, with incomes at 60%-80% of the area median income. The project will consist of 50 one-bedroom units and 76 two-bedroom units. The building, which will be fully handicap accessible, will include community rooms, a family room, beauty parlor, exercise room and laundry facilities. All apartments will be handicap adaptable. The project is expected to create 3 new FTEs in three years. The applicant seeks approval of the JobsPlus property tax abatement.

**High Falls Operating Co., LLC (Sales tax only – Up to \$100,000)  
445 St. Paul Street  
Rochester, New York**

High Falls Brewing Company (High Falls) is one of the largest and oldest continually operating breweries in the United States. Their history dates back to 1857 when the company was founded along the east bank of the high falls gorge in the City of Rochester. High Falls brews the Genesee line of brands along with Dundee Ales and Lagers and provides contract brewing and packing for other brands. High Falls is also the US exclusive distributor for several imports. The company was recently acquired by North American Brewery which has announced plans to invest \$10 million to improve operations. High Falls is proposing to purchase \$5 million in new manufacturing equipment and will be making \$3 million in IT upgrades and facility improvement which are subject to sales tax. The total project will impact 370 existing employees. The applicant seeks approval of sales tax only.

**Continental Service Group, Inc. dba ConServe Lease/leaseback (Sales Tax Only)  
200 Cross Keys Office Park  
Fairport, NY 14450**

Continental Service Group, Inc. dba ConServe is a leading provider of accounts receivable management and collection services specializing in customized solutions for colleges and universities, state guaranty agencies, and the U.S. Department of Education. ConServe, an Empire Zone certified company, has grown from 70 employees in 2003 to its current employment level of 302 FTEs. In May 2009, ConServe was awarded a new elite student loan collection contract from the US Department of Education. The contract, which will run through 2014, is expected to create a minimum of 45 new jobs over the next three years. In order to support this growth, and to facilitate future growth, ConServe will be investing \$1,481,000 in new IT infrastructure and software that will include phone system, server and disaster recovery technology. ConServe is requesting Monroe County sales tax exemption for the project.

**K&K Property Ventures, LLC Lease/Leaseback (Sales tax only)  
4618 Ridge Rd. West  
Spencerport, NY 14559**

**Tenant: Doug Miller 19, Inc. dba Doug Miller Soccer**

K&K Property Ventures, LLC is purchasing a 76,800 square foot sports facility located at 4618 Ridge Rd. West in the Town of Parma. The facility will be utilized by Doug Miller Soccer (DMS) for its growing soccer program. The program has grown to 22 teams and over 400 players. The purchase is being financed in conjunction with the SBA 504 program and K&K will be investing \$375,000 project for the installation of indoor turf to partially convert the facility to soccer fields for year round training and league play. The applicant is seeking approval for a sales tax exemption only for improvements and the turf.

**7 Linden Park Associates, Inc. Lease/Leaseback  
300 Linden Oaks  
Rochester, NY 14625**

**Tenant: Employee Relations Associates**

7 Linden Parks Associates, Inc., is purchasing a 7,100 square foot building located on .86 acres at 7 Linden Park in the Town of Pittsford. The tenant will be Employee Relations Associates, Inc. (ERA). ERA is a full service resource/talent management organization and providing staffing service, outplacement and executive recruiting. The space will be converted from a warehouse space into Class A office space which will include private offices, build out of a career center, mechanical and lighting upgrades, new building façade and the addition of a 15 vehicle parking lot. The \$740,000 project will impact 10 existing employees and is projected to create 2 new FTE within three years. The applicant seeks approval of JobsPlus property tax abatement. The Jobs Plus job creation requirement is 1 FTE.

7. Approval of Minutes – Agency meeting June 16, 2009
8. Chair Mazzullo – Discussion Items
9. Executive Director Seil – Discussion Items
10. Legal Counsel Townsend – Discussion Items

**Miscellaneous:**

**-Bach Properties (Bene-Care)** Increase project amount by \$170,000 from \$1,365,000 to \$1,535,000

**-Webster Wholesale Tire** --Terminate Project at 1010 Picture Parkway Webster, NY

Adjournment

The next meeting of the Agency will be held on **Tuesday, August 18, 2009**