



COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY

MINUTES – AGENCY MEETING – July 21, 2009

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

Board Present: T. Mazzullo (Chair), 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. R. Hurlbut led the Pledge of Allegiance.

Chair Mazzullo opened the Public Forum. There being no speakers, the Public Forum was closed.

There were no Requests for Verified Exemptions to be presented.

Dick Usselman of Loewke & Brill Consulting presented the Monitoring Report for the period of June 1, 2009 – July 3, 2009. During that time, 11 monthly visits were conducted. Of the 49 workers that were identified, 1 was noncompliant on the initial visit. As of July 3, 2009 all monitored sites were compliant. Loewke & Brill delivered signs to 1 new project. Two projects were completed this month.

J. Seil presented the following applications for agency consideration:

Affordable Senior Housing Opportunities of NY Inc. (Lease/leaseback)

The company was represented by Michael Connors. 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. A Public Hearing was held on July 20, 2009 in the Town of Gates. After a brief discussion and on 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 S. Moore and seconded by R. Hurlbut, a final resolution was adopted approving subject project. All Aye.

High Falls Operating Co., LLC**(Sales tax only – Up to \$100,000)**

The company was represented by Randy Saputo. 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. After a brief discussion and on motion made by R. Hurlbut and seconded by H. Stuart, a resolution was adopted approving subject project for up to \$100,000. All Aye.

Continental Service Group, Inc., dba ConServe**(Lease/leaseback – Sales Tax Only)**

The company was represented by Richard Klein. 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. After a brief discussion and on motion made by R. Hurlbut and seconded by S. Moore, an inducement and final resolution was adopted approving subject project. All Aye.

K & K Property Ventures, LLC**(Lease/Leaseback – Sales Tax Only)**

The company was represented by Doug Miller. 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. After a brief discussion and on motion made by S. Moore and seconded by R. Hurlbut, an inducement and final resolution was adopted approving subject project. All Aye.

7 Linden Park Associates, Inc.**(Lease/Leaseback)****300 Linden Oaks****Rochester, New York 14625**

The company was represented by Jill Knittel. 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. After a brief discussion and on motion made by R. Hurlbut and seconded by H. Stuart, an inducement and final resolution was adopted approving subject project. All Aye.

On motion made by R. Hurlbut and seconded by S. Moore, minutes for the meeting of June 16, 2009 were reviewed, adopted and approved. All Aye.

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

Bach Properties (Bene-Care)

On motion made by H. Stuart and seconded by S. Moore, a resolution was adopted approving a project increase of \$170,000 from \$1,365,000 to \$1,535,000. All Aye.

Webster Wholesale Tire

On motion made by R. Hurlbut and seconded by H. Stuart, a resolution was adopted approving termination of 1010 Picture Parkway, Webster, NY. All Aye.

Brothers 2 LP

On motion made by R. Hurlbut and seconded by H. Stuart, a resolution was adopted approving termination of subject project. All Aye.

Corning (Sales Tax only)

On motion made by H. Stuart and seconded by S. Moore, a resolution was adopted approving adjustment of jobs down from 197 to 149 due to layoffs. All Aye.

General Motors

On motion made by H. Stuart and seconded by S. Moore, a resolution was adopted approving acquisition of Delphi (1000 Lexington Ave) and assuming existing lease and PILOT. All Aye.

There being no further business, on motion made by H. Stuart and seconded by R. Hurlbut, the meeting was adjourned.