



COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY

**AGENDA – AGENCY MEETING OF AUGUST 19, 2014
EBENEZER WATTS CONFERENCE CENTER– 12:00 NOON**

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

Applications:

**Unither U.S. Corp.
755 Jefferson Road
Rochester, New York 14623**

(\$15,726,000 – Sales Tax Exemption Only)

UNITHER Pharmaceuticals, headquartered in France, is one of the world's leading contract manufacturers of sterile unit dose preparations. In 2013, Unither's wholly owned subsidiary, Unither U.S. Corp. (UUSC), acquired the 575,000 square foot former UCB Pharma manufacturing facility in the Town of Henrietta, retaining 250 employees. UUSC is now proposing to invest \$15.7 Million in equipment and build out of 6,500 square feet of manufacturing space to accommodate additional product lines. The project will impact 262 FTEs and is projected to create 22 new FTEs over the next three years. The applicant is seeking approval of sales tax exemption only on build out costs of \$2,865,000. The Benefit/Incentive ratio is 19.3:1. The project has received the support of New York State.

**Conifer Realty LLC
183 East Main Street
Rochester, New York 14604**

(\$1,277,821 – Sales Tax Exemptions Only)

Project Address:

**Gleason Business Park
1000 University Avenue
Rochester, New York 14607**

Conifer Realty LLC (CR), founded in Rochester in 1975, is a full service real estate company specializing in the development and management of affordable housing communities. CR concentrates its business in New York, New Jersey, Maryland and Pennsylvania, and currently owns and manages over 13,000 apartment units throughout these regions. CR has outgrown its current location and will be relocating to the Gleason Business Center in the City of Rochester. CR will invest \$1.2 million in leasehold improvements (\$941,668) and FFE (\$336,133). The new 20,000 square foot location will accommodate as many as 30 additional employees. CR currently employs 168 FTEs and expects to create 4 new full-time positions within the next two years. CR has been approved for the GreatRebate program through Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus program. The Benefit/Incentive ratio is 2.6:1.

**One Mt. Hope LLC
275 Lake Avenue
Rochester, New York 14608**

(\$4,776,739 – Lease/Leaseback with Custom Abatement)

**Project Tenant & Address: Bivona Child Advocacy Center
One Mt. Hope Avenue
Rochester, New York 14620**

One Mt. Hope LLC, (1MH) a real estate holding company, is proposing the renovation of an approximately 35,000 square foot building on 1.75 acres at One Mt. Hope Avenue in the City of Rochester. The building is leased by a related entity, Bivona Child Advocacy Center (BCAC). Established in 2004, BCAC provides services and support to child victims of abuse. In its ten year history BCAC has helped more than 12,000 children. The Mt. Hope location offers improved client accessibility and proximity to downtown law enforcement agencies and Golisano Children's Hospital. The building and grounds are severely deteriorated. The \$4.8 Million project includes a new roof, historical restoration of the parapet, significant interior reconfiguration and major systems upgrades. In order to make the project financially viable, a portion of the equity will be raised through the syndication of the NYS and Federal Historic tax credits. This necessitates the creation of a for-profit entity, 1MH, which will own and renovate the property. The project will impact 11 FTEs and is projected to create 3 new FTEs over the next three years. The City of Rochester has asked COMIDA to provide a custom abatement. The Benefit/Incentive ratio is 1:1.

**Collecto Inc. dba EOS CCA (\$150,000 – Sales Tax Exemptions Only)
300 Canal View Boulevard
Rochester, New York 14623**

Collecto Inc. dba EOS CCA (EOS), an accounts receivable management company, is proposing to consolidate several healthcare billing and collection centers to their current 15,000 square foot office in the Town of Brighton. EOS will lease an additional 5,000 square feet and purchase \$150,000 in equipment and furnishings. EOS currently employs 128 FTEs and expects to create 30 new full-time positions. EOS has been approved for the GreatRebate program through Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus program. The Benefit/Incentive ratio is 3.7:1.

6. Approval of Minutes – Agency meeting July 15, 2014
7. Chair Mazzullo – Discussion Items
8. Executive Director Seil – Discussion Items
9. Legal Counsel – Discussion Items

Miscellaneous:

-Van Hook Service Co., Inc. – Increase project by \$35,000 to \$275,000. Original approval July 2014.

-CityGate – PILOT modification.

-Hive@155 – Approve custom PILOT at request of City of Rochester.

Termination:

-Plumbers & Pipefitters

The next meeting of the Agency will be held on Tuesday, September 16, 2014.

Adjournment