



DRAFT

MINUTES – BOARD MEETING – November 21, 2017

Time & Place: 12:00 Noon, Parma/Hilton Town Hall, 1300 Hilton Parma Road, Hilton, NY 14468

Board Present: A. Burr (Chair), G. Collins, A. Meleo, T. Milne, J. Popli

Board Excused: P. Buckley, M. Worboys-Turner

Also Present: J. Adair (Executive Director), R. Baranello Endress, Esq., (Harris Beach, LLP), D. Drawe (Monroe County Legislator), M. Geise (Director of Economic Development), B. LaFountain (The Bonadio Group), K. Loweke (Loewke Brill Consulting Group, Inc.)

Chair Burr called the meeting to order at 12:00 p.m. A. Meleo led the Pledge of Allegiance.

Minutes: On motion made by G. Collins, seconded by P. Buckley, the minutes of the September 19, 2017 meeting were unanimously approved.

Verified Exemptions: B. LaFountain reported a Verified Exemption for 183 East Main St. LLC/ Alliance Building. The installation and application of the gypcrete flooring product for the 15-story building will be completed by Truax & Hovey of Syracuse, NY.

Local Labor Compliance Report: K. Loewke presented the Monitoring Report for the month of October, 2017. During that time, 70 monthly and 6 follow up visits were conducted. Of the 374 workers, 13 were non-compliant on the initial visit. At the end of October, 2017, all monitored sites were compliant. Signs were delivered to two sites (Paychex 2017 and Morgan Court Street Apartments, LLC).

Applications for Assistance: J. Adair, Executive Director, presented the following applications for agency consideration:

TDG d/b/a Sirness Vending Services, Inc. Sales Tax Exemptions Only (EquiPlus)

TDG d/b/a Sirness Vending Services (Sirness) is a vending and micro-market food service operation located in the Town of Gates. Sirness has been supplying and stocking vending machines in the Rochester area since 1977. The company services more than 500 firms in Western, NY. Modern technology allows them to be notified when products are depleted or obsolete, so they can provide just-in-time service to their customers. As a result, the company is in the process of converting its fleet of trucks over to smaller, more efficient vehicles. Sirness plans on purchasing 14 Dodge Promaster 3500 refrigeration vans, and 1 Promaster City Service van. The \$739,871 project will create at least 4 FTEs, and will allow the business to continue to expand and become more efficient. Sirness is seeking a Sales Tax Exemption on the purchases. The Benefit/Incentive ratio is 3.1:1.

The project was represented by T. Bach (General Manager), and T. Nesser, Jr. (President) of TDG.

On motion by T. Milne seconded by J. Popli, abstention by G. Collins, all others aye, the following resolution was approved:

RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY D/B/A IMAGINE MONROE POWERED BY COMIDA TAKING OFFICIAL ACTION APPOINTING T.D.G. CORP. D/B/A SIRNESS VENDING SERVICES AS AGENT OF THE AGENCY FOR THE PURPOSE OF ACQUIRING CERTAIN VEHICLES FOR USE IN ITS MICRO-MARKET FOOD SERVICE OPERATION, AUTHORIZING THE EXECUTION AND DELIVERY OF AN AGENT AGREEMENT AND THE EXECUTION OF RELATED DOCUMENTS.

Ideal Manufacturing, Inc.

Sales Tax Exemption Only

Ideal Manufacturing, Inc. (Ideal) is a manufacturer of high capacity helical piles and STELCOR drilled-in displacement micropiles for the construction industry. Ideal is proposing to convert 10,000 square feet of offices into manufacturing space, relocate offices, update restrooms and improve air filtration at their 63,000 square foot facility in the Town of Webster at a cost of \$250,000. Project purchases include \$311,000 of manufacturing equipment and \$68,314 of other taxable items. The \$629,314 project will impact 44 FTEs and is projected to create 4 new FTEs over the next three years. 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 sales tax exemption on construction materials and other taxable items. The Benefit/Incentive ratio is 10.7:1.

The project was represented by B. Stroyer, CEO of Ideal.

On motion by J. Popli, seconded by A. Meleo, all aye, the following resolution was approved:

RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY D/B/A IMAGINE MONROE POWERED BY COMIDA TAKING OFFICIAL ACTION TO (i) APPOINT IDEAL MANUFACTURING, INC. (THE "COMPANY") AS ITS AGENT FOR THE PURPOSE OF UNDERTAKING A CERTAIN PROJECT AS MORE FULLY DESCRIBED BELOW, (ii) PROVIDE THE COMPANY WITH A SALES AND USE TAX EXEMPTION FOR PURCHASES AND RENTALS RELATED TO THE PROJECT; (iii) EXECUTE AN AGENT AGREEMENT AND RELATED DOCUMENTS.

Project Assumptions: Executive Director Adair presented the following:

Project Location: 65 Vantage Point Drive, Ogden, NY. The applicant Pacheco Company, Inc. is seeking ownership of the existing Imagine Monroe project from the current owner Gallina Development Corporation. The project was originally approved for a Lease/Leaseback PILOT at the May 2015 Board

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Meeting. The applicant is not seeking additional benefits. A motion was made by T. Milne and seconded by J. Popli to approve this project modification. A roll call vote was taken. All Aye.

Project Location: 4036 West Ridge Road, Rochester, NY 14626. The applicant DMD Nissan West, LLC is seeking ownership of the existing Imagine Monroe project from the current owner Websmart Imports d/b/a/ Bob Johnson Nissan. The project was originally approved for a Lease/Leaseback PILOT at the January 2011 Board meeting. The applicant is not seeking additional benefits. A motion was made by J. Popli, seconded by G. Collins to approve this project modification. A roll call vote was taken. All Aye.

Discussion Items: Executive Director Adair provided an update regarding economic development programs, including LadderZup, Recruiting on the Road, and The Entrepreneurs Network.

Upon motion by T. Milne, seconded by J. Popli, all aye, the Board moved into Executive Session.

Upon motion by J. Popli, seconded by T. Tilne, all aye, the Board returned to Public Session.

There were no public comments.

There being no further business, upon motion by J. Popli, seconded by G. Collins, all aye, the meeting was adjourned.

Jay Popli, Secretary