



COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY

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## MINUTES – AGENCY MEETING – December 21, 2010

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

Board Present: T. Mazzullo (Chair), A. Burr, E. Caccamise, R. Gerbracht,  
R. Hurlbut, S. Moore, H. Stuart

Also Present: J. Seil (Executive Director), A. Daniele (Monroe County Legislature),  
E. Liberti, M. Townsend, Esq.

Chair Mazzullo called the meeting to order. E. Caccamise led the Pledge of Allegiance. Chair Mazzullo then introduced the newest board member, Rosalind Gerbracht, who was recently approved by the Monroe County legislature.

Chair Mazzullo opened the Public Forum. Ray Tierney, Town of Brighton councilman, spoke in support of the Gallina Cambridge/Chatham group application. There being no further speakers, the Public Forum was closed.

Jim Loewke of Loewke & Brill Consulting presented the Monitoring Report for the period of November 1, 2010 – November 30, 2010. During that time, 66 monthly visits and 1 follow up visit were conducted. Of the 410 workers that were identified, two were noncompliant on the initial visit. As of November 30, 2010 all monitored sites were compliant. Loewke & Brill delivered signs to 1 new project.

A report on the Requests for Verified Exemptions was presented by Brian LaFountain of The Bonadio Group. During the last month, The Bonadio Group has received one request for exemption from the local labor requirements for the Conifer/Erie Harbor project, under the criteria “no specialized local labor available”. Mr. LaFountain reported that upon review, the Bonadio Group found the request valid.

J. Seil presented the following applications for agency consideration:

### **International Business Machines Corporation (Lease/Leaseback – sales tax only)**

The company was represented by Wayne Spinei. International Business Machines Corporation (IBM) is proposing to renovate and modernize its 190,000 square foot data center located in the Canal Ponds Business Park in the Town of Greece. IBM will be investing \$5 million to restore and upgrade specific infrastructure systems including cooling towers and heat exchanges, building management systems, AC systems and UPS systems (uninterruptible power supply). IBM will also be purchasing \$35 million in computer hardware, software and other related equipment over the next five years. The \$40 million project is required to ensure a high degree of reliability and security for their data center customers. A Public Hearing was held in the Town of Greece on December 20, 2010. After a brief discussion and on a motion made by A. Burr and seconded by E. Caccamise, a final resolution was adopted approving sales tax exemption for the project. All Aye.

**Butler Till Media Services, Inc. (EquiPlus)**

The company was represented by Melissa Palmer. Butler Till Media Services, Inc. (Butler Till) is a full-service media planning and buying agency founded in 1998 by Sue Butler and Tracy Till. Butler Till intends to relocate to Eagles Landing Business Park in the Town of Henrietta where they will lease 17,670 square feet of office space. Butler Till will be investing \$401,343 to build-out and equip the space for their 60 existing employees and expects to create 4 new FTE in the next two years. Butler Till has been approved for the GreatRebate program through Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus program. After a brief discussion and on a motion made by H. Stuart and seconded by E. Caccamise, a resolution was adopted approving sales tax exemption for the project. S. Moore abstained. All others Aye.

**Six Month Smiles, Inc. (EquiPlus)**

The company was represented by Ryan Swain. Six Month Smiles, Inc. (SMS) has developed a product which offers a quicker alternative to adult cosmetic orthodontics. Dr. Ryan Swain has developed training classes and seminars for dentists, along with a patient tray kit for use by the dentist which includes the necessary orthodontic tools, wires & brackets. SMS will be investing \$400,000 to renovate the interior of an existing 5,382 square foot facility. SMS currently employs 13 FTE and expects to create an additional 17 within the next year. SMS had been approved for the GreatRebate program through the Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus program. After a brief discussion and on a motion made by H. Stuart and seconded by A. Burr, a resolution was adopted approving sales tax exemption for the project. All Aye.

**Homeowners Mortgage of America, Inc. (EquiPlus)**

Homeowners Mortgage of America, Inc. (HMA) is a full-service residential mortgage lender specializing in refinancing prime mortgage loans, FHA loans and other government-sponsored home loan programs. Founded in Atlanta in 1988, HMA operates sales centers in Atlanta, Jacksonville, Charlotte, Raleigh and Savannah. HMA will be establishing their sixth sales center at 1 S. Washington Street in the City of Rochester and expects to create 42 new jobs with the first 90 days of opening. HMA will be investing \$70,000 to equip their space with computers, phone systems and printers. HMA has been approved for the GreatRebate program through Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus program. After a brief discussion and on a motion made by R. Hurlbutt and seconded by s. Moore, an inducement resolution was adopted approving sales tax exemption for the project. All Aye.

**Gallina Cambridge LLC/The Camden Group (Lease/Leaseback with JobsPlus)**

The company was represented by Lisa Smith and Kurt Sertl. Gallina Cambridge LLC proposes to build out approximately 2,500 square feet of an existing 19,600 square foot building in the Town of Brighton which also houses Medaille College. The space will be leased to Camden Group, a Health Care Management Consultant company. The \$225,000 project is projected to create 3 new FTEs within three years. The applicant seeks approval of JobsPlus property tax abatement. After a brief discussion and on a motion made by s. Moore and seconded by H. Stuart, a final resolution was adopted approving subject project. All Aye.

**545 Colfax, Inc. (Lease/Leaseback – Sales tax only)**

The company was represented by Jack Cannon. 545 Colfax, Inc. was formed in 2009 to provide tube fabrication and automated powder coating services primarily to the customers of Cannon Industries, Inc., a sheet metal and custom weld fabricator in the contract manufacturing industry. 545 Colfax, Inc. will be leasing a 35,000 square foot facility at 1121 Lexington Avenue in the City of Rochester and is proposing \$409,500 in renovations and equipment purchases. The total project is approximately \$3.5 million and includes the acquisition of \$1.7 million in manufacturing equipment. The project is projected to create 40 new FTE within three years. 545 Colfax, Inc. seeks approval of sales tax exemption only. The City of Rochester and New York State are each supportive of the project and will be providing additional assistance. After a brief discussion and on a motion made by E. Caccamise and seconded by R. Hurlbutt, an inducement resolution was adopted approving subject project. All Aye.

On motion made by A. Burr and seconded by R. Hurlbutt, minutes for the meeting of November 16, 2010, were reviewed and adopted and approved. All Aye.

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

**Terminations:**

**-Linden Associates (430 Linden Ave., Rochester, NY)**

On a motion made by A. Burr and seconded by R. Hurlbutt, a resolution was adopted approving the termination of the above named projects. All Aye.

**Miscellaneous:**

**-Spectracom - Relocation to Eagles Landing**

On a motion made by H. Stuart and seconded by E. Caccamise, a resolution was adopted approving a \$150,000 increase in project costs to \$400,000. All Aye.

**-Benefit Resource - EquiPlus**

On a motion made by R. Hurlbutt and seconded by A. Burr, a resolution was adopted approving a \$200,000 increase in project costs to \$700,000. All Aye.

There being no further business, on a motion made by A. Burr and seconded by R. Hurlbutt, the meeting was adjourned.