



## APPLICATION FOR ASSISTANCE

Each applicant seeking assistance must complete this application and provide required supplemental forms/documentation.

Please answer all questions. Use "None" or "Not Applicable" where necessary. Information in this application may be subject to public review under New York State Law, except for information that is considered deniable by the Freedom of Information Law. This form is available at [www.monroecountybusiness.org/application](http://www.monroecountybusiness.org/application).

Please send completed application via email to [EconomicDevelopment@monroecounty.gov](mailto:EconomicDevelopment@monroecounty.gov). A **non-refundable** application fee of \$350.00 is required. Please see page 12 for additional information on costs and fees.

### I. APPLICANT

#### A. Applicant Information

Name: 80 Lyndon, LLC  
 Address: 1 Elm Lane  
 City/State/Zip: Rochester, NY 14610  
 Tax Id No.: \_\_\_\_\_  
 Contact Name: Shawn O'Donnell  
 Title: \_\_\_\_\_  
 Telephone: 585-606-1679  
 E-Mail: sodonnell@oamquant.com

#### B. Applicant's Legal Counsel

Name: Anthony Cotroneo  
 Firm: Wood Oviatt Gilman  
 Address: 1900 Baush & Lomb Place  
 City/State/Zip: Rochester, NY 14604  
 Telephone: 585-987-2800  
 Email: \_\_\_\_\_

#### C. Owners of Applicant Company (must total 100%). If an LLC, LP or similar, all members/partners must be listed

Name	%	Corporate Title
<u>Christopher O'Donnell</u>	<u>56</u> %	<u>Manager</u>
<u>Daniel Prokupets</u>	<u>44</u> %	<u>Member</u>
_____	_____ %	_____
_____	_____ %	_____
_____	_____ %	_____
_____	_____ %	_____
_____	_____ %	_____
_____	_____ %	_____
_____	_____ %	_____
_____	_____ %	_____
_____	_____ %	_____

## II. PROJECT

### A. Address of proposed project facility

Address: 80 Lyndon Road

Tax Map Parcel Number: 154.03-1-26

City/Town/Village: Perinton

School District: Fairport School District

Zip: 14450

Current Legal Owner of Property:

80 Lyndon, LLC

### B. Benefits Requested (Check all that apply)

- Sales Tax Exemption
- Mortgage Recording Tax Exemption
- Real Property Tax Abatement
- Industrial Revenue Bond Financing

### C. Description of project (check all that apply)

- New Construction
- Existing Facility
  - Acquisition
  - Expansion
- Renovation/Modernization
- Acquisition of machinery/equipment
- Other (specify) \_\_\_\_\_

### D. Proposed User(s)/Tenant(s) of the Facility

If there are multiple Users/Tenants, please attach additional pages.

Are the user and owner related entities?  Yes  No

Company Name: Open Ice Sport Center, LLC

Address: 80 Lyndon Road

City/State/Zip: Fairport, NY 14450

Tax ID No: 81-1290576

Contact Name: Shawn O'Donnell

Title: \_\_\_\_\_

Telephone: 585-606-1679

Email: sodonnell@oamquant.com

% of facility to be occupied by user/tenant 100

### E. Owners of User/Tenant Company (must total 100%)

If an LLC, LP or similar, all members/partners must be listed

Name	%	Corporate Title
<u>Christopher O'Donnell</u>	<u>56 %</u>	<u>Manager</u>
<u>Daniel Prokupets</u>	<u>44 %</u>	<u>Member</u>
_____	<u>%</u>	_____
_____	<u>%</u>	_____

### F. Project Timeline

Proposed Date of Acquisition: \_\_\_\_\_

Proposed Commencement Date of Construction: 8/1/2024

Anticipated Completion Date: 8/31/2025

### G. Contractor(s)

LeFrois Builders  
\_\_\_\_\_

## **II.PROJECT (cont'd)**

### **H. DESCRIPTION OF THE PROJECT AND BACKGROUND ON USER(S) OF THE FACILITY**

NAICS Code: 713940

The expansion of the Rochester Ice Center introduces an exciting new chapter in the region's sports landscape, offering state-of-the-art facilities to support hockey programs at all levels and providing a versatile space for community events and activities.

The new 49,000-square-foot third rink will serve as the official home for the Rochester Amerks youth program, NAHL Jr Amerks, Mirror Image Figure Skating Club, and the St. John Fisher University Division III boys and girls hockey teams. This consolidation of elite programs under one roof fosters a collaborative and supportive environment for player development.

St. John Fisher University's hockey program will enjoy a dedicated 3,711-square-foot space within the facility, including locker rooms, showers, training facilities, equipment storage, and a coach's room. This specialized area ensures that collegiate athletes have the resources they need to excel on and off the ice. Additional amenities with this expansion include six locker rooms that will accommodate local high school hockey programs, including McQuaid Jesuit, Victor, and Fairport High Schools, and the Rochester Jr Amerks, which is the largest youth hockey organization in New York State.

The new rink will also be able to accommodate 1,100 fans, with bleacher seating on both sides of the arena. Additionally, the bar/lounge area on the second level will allow fans to watch a practice, game, or figure skating show while enjoying concessions. The facility will also feature large private lounge areas for fans to enjoy the atmosphere right up against the glass.

A video board enhances the spectator experience, providing fans with engaging visuals and real-time updates during games and events. A dedicated press box facilitates media coverage and broadcasting of collegiate and Jr Amerks games. This inclusion strengthens ties between the facility and the surrounding community, providing a home base for interscholastic competition. This infrastructure not only supports the communication needs of St. John Fisher University but also enhances the visibility and exposure of the teams to a wider audience.

The expansion of the Rochester Ice Center represents a significant investment in the local sports community, providing premier facilities for hockey programs at all levels. This investment will allow the Rochester Ice Center to foster great opportunities to attract hockey teams from all over the US and will also enable the facility to bring new tournaments to the area, drawing new visitors to our community. We are currently in discussions with a tournament company out of Boston, Massachusetts, to bring one of the largest youth boys and girls hockey tournaments to the Rochester Ice Center in June of 2026. Adding this third rink allows the Rochester Ice Center to attract more hockey tournaments from outside of Monroe County at the youth level and opens up other opportunities for figure skating events.

The expansion of the Rochester Ice Center represents a significant investment in the local sports community, providing premier facilities for hockey programs at all levels while promoting community engagement and active lifestyles, and bringing more visitors to the Rochester/Monroe County region.

## II. PROJECT (cont'd)

- I. Would the project be undertaken without financial assistance from the Agency?  Yes  No

Please explain why financial assistance is necessary.

Operating an ice arena presents a unique set of challenges, with high operating costs and limited revenue potential. Despite the financial complexities, the passion for hockey, figure skating, and community engagement drives individuals to invest in and manage these facilities. In particular, the endeavor to establish a new ice arena on a landfilled site highlights the importance of collaboration with local economic development programs to overcome financial hurdles and provide essential community infrastructure.

**Key Points:**

**Economic Realities:** Running an ice arena entails significant expenses, including maintenance, utilities, staff salaries, and equipment costs. However, customers have a threshold on what they are willing to pay for ice time, making it challenging to cover operational expenses and generate substantial profits.

**Community Commitment:** Despite the financial challenges, the driving force behind owning and managing an ice arena lies in the love for hockey, figure skating, and the sense of community fostered within these spaces. The arena serves as a hub for social interaction, skill development, and recreational activities, enriching the lives of residents.

**Support from Economic Development Programs:** Collaboration with county economic development programs is crucial, particularly when establishing facilities on challenging sites such as landfilled areas. Financial assistance and strategic partnerships help offset the high initial investment required for site work and foundation construction, making the project feasible and sustainable in the long run

**Fulfilling Community Needs:** The addition of a new ice sheet addresses a critical need within the community, providing increased access to ice time for local teams, organizations, and individual skaters. By expanding ice sports infrastructure, the project contributes to the overall well-being and vitality of the community.

**Impact:**

The successful establishment of the new ice arena demonstrates the power of collaboration between passionate individuals, local government, and economic development initiatives. By overcoming financial barriers and leveraging community support, the project not only fulfills a recreational need but also strengthens social bonds and promotes a sense of belonging within the community. Ultimately, the investment in ice sports infrastructure yields long-term benefits, enriching the lives of residents and fostering a vibrant, inclusive community spirit.

- J. Are other facilities or related companies located within New York State?

Yes  No

Location: \_\_\_\_\_

\_\_\_\_\_

Will the Project result in the removal of an industrial or manufacturing plant of the Project occupant from one area of the state to another area of the state?  Yes  No

Will the Project result in the abandonment of one or more plants or facilities of the Project occupant located within the state?

Yes  No

If Yes to either question, explain how the Agency's Financial Assistance is required to prevent the Project from relocating out of the State, or is reasonably necessary to preserve the Applicant or User's competitive position in its respective industry:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

### K. State Environmental Quality Review (SEQR) Act Compliance

COMIDA, in granting assistance to the Applicant, is required to comply with the New York State Environmental Quality Review Act (SEQR).

Does the proposed project require discretionary permit, license or other type of approval by the state or local municipality?

- YES - Include a copy of any SEQR documents related to this Project including Environmental Assessment Form, Final Determination, Local Municipality Negative Declaration, etc.

NO

### III. PROPERTY TAX ABATEMENT/PAYMENT IN LIEU OF TAX AGREEMENT (PILOT)

Check One:

**JOBSPLUS**

**Requirements:**

- Applicant must commit to a 10% increase in full-time equivalent employment, measured on the existing impacted employee base, over a 3 year period. The required number of jobs is 3.

**LEASEPLUS**

**Requirements:**

- University and/or medical related facilities in which a 501(c)3 entity leases from a for-profit entity.
- Company must commit to a 10% increase in full-time equivalent employment, measured on the existing impacted employee base, over a 3 year period. The required number of jobs is \_\_\_\_\_.

**ENHANCED JOBSPLUS**

**Requirements:**

- A minimum \$15 million investment **AND**
- A minimum of 100 new jobs

**GREEN JOBSPLUS**

**Requirements:**

- LEED® Certification – Project must be rated as Certified, Gold, Silver or Platinum by the United States Green Building Council's Leadership in Energy and Environmental Design (LEED®) Green Building Rating System.
- Company must commit to a 10% increase in full-time equivalent employment, measured on the existing impacted employee base, over a 3 year period. The required number of jobs is \_\_\_\_\_.

**SHELTER RENT**

For student housing or affordable housing projects.

**Local Tax Jurisdiction Sponsored PILOT**

**NO PROPERTY TAX ABATEMENT IS SOUGHT FOR THIS PROJECT**

**IV. APPLICANT PROJECT COSTS**

A. Estimate the costs necessary for the construction, acquisition, rehabilitation, improvement and/or equipment of the project by the APPLICANT.

**Building Construction or Renovation**

- a. Materials a. \$ 4,435,266
- b. Labor b. \$ 2,610,089

**Site Work**

- c. Materials c. \$ 467,500
- d. Labor d. \$ 467,500
- e. Non-Manufacturing Equipment e. \$ \_\_\_\_\_
- f. Manufacturing Equipment f. \$ \_\_\_\_\_
- g. Equipment Furniture and Fixtures g. \$ 370,144
- h. Land and/or Building Purchase h. \$ \_\_\_\_\_
- i. Soft Costs (Legal, Architect, Engineering) i. \$ 376,500
- Other (specify) j. \_\_\_\_\_ j. \$ \_\_\_\_\_
- k. \_\_\_\_\_ k. \$ \_\_\_\_\_
- l. \_\_\_\_\_ l. \$ \_\_\_\_\_
- m. \_\_\_\_\_ m. \$ \_\_\_\_\_

**Total Project Costs (must equal Total Sources) \$ 8,555,768**

B. Sources of Funds for Project Costs:

- a. Tax-Exempt Industrial Revenue Bond a. \$ \_\_\_\_\_
- b. Taxable Industrial Revenue Bond b. \$ \_\_\_\_\_
- c. Bank Financing c. \$ 6,555,768
- d. Public Sources d. \$ \_\_\_\_\_

Identify each state and federal grant/credit

\_\_\_\_\_ \$ \_\_\_\_\_  
 \_\_\_\_\_ \$ \_\_\_\_\_  
 \_\_\_\_\_ \$ \_\_\_\_\_  
 \_\_\_\_\_ \$ \_\_\_\_\_

e. Equity \$ 2,000,000

**TOTAL SOURCES (must equal Total Project Costs) \$ 8,555,768**

C. Has the applicant made any arrangements for the financing of this project

Yes  No

If yes, please specify bank, underwriter, etc.

**V. COMPLETE FOR EACH USER/TENANT THAT IS SEEKING SALES TAX EXEMPTIONS USER(S)/TENANT(S) PROJECT COSTS**

Use additional sheets as necessary

Company Name \_\_\_\_\_

A. Estimate the costs necessary for the construction, acquisition, rehabilitation, improvement, and/or equipping of the project by the user(s)/tenant(s) for which a sales tax exemption is requested.

**Estimated Costs Eligible for Sales Tax Exemption Benefit**

- a. Materials a. \$ \_\_\_\_\_
- b. Labor b. \$ \_\_\_\_\_
- c. Non-Manufacturing Equipment c. \$ \_\_\_\_\_
- d. Manufacturing Equipment d. \$ \_\_\_\_\_
- e. Furniture and Fixtures e. \$ \_\_\_\_\_
- Other (specify): f. \_\_\_\_\_ f. \$ \_\_\_\_\_
- g. \_\_\_\_\_ g. \$ \_\_\_\_\_
- h. \_\_\_\_\_ h. \$ \_\_\_\_\_
- i. \_\_\_\_\_ i. \$ \_\_\_\_\_

**Total Project Costs \$ \_\_\_\_\_**

Value of Incentives  
80 Lyndon LLC

A. IDA PILOT Benefits:	
Current Assessment	\$2,627,000
Value of New Construction & Renovation Costs	\$4,902,766
Estimated New Assessed Value Subject to IDA	\$7,529,766
Current Taxes	\$95,071
Current Taxes Escalator	2%
PILOT Terms - Years	10
County Tax rate/\$1,000	8.16000
Local Tax Rate* Tax Rate/\$1,000	3.07000
School Tax Rate /\$1,000	24.96000
Total Tax Rate	36.19000
B. Sales Tax Exemption Benefit:	
Estimated value of Sales Tax exemption:	\$421,833
Estimated duration of ST exemption:	12/31/2025
C. Mortgage Recording Tax Exemption (MRTE) Benefit:	
Estimated Value of MRTE:	\$49,168
D. Industrial Revenue Bond Benefit	
IRB inducement amount:	\$0
E. Percentage of Project Costs financed from Public Sector sources:	
Total Value of Incentives:	\$1,313,551
Project Construction Costs:	\$8,555,768
	15.35%

PILOT Schedule

PILOT Year	% Abatement	County PILOT Amount	Local PILOT Amount	School PILOT Amount	Total PILOT Amount	Full Tax Payment w/o PILOT***	Net Exemption**
	<b>Total</b>	<b>\$248,085</b>	<b>\$93,336</b>	<b>\$758,849</b>	<b>\$1,100,271</b>	<b>\$1,942,821</b>	<b>\$842,550</b>
1	90%	\$4,001	\$1,505	\$12,237	\$17,743	\$177,431	\$159,688
2	80%	\$8,161	\$3,071	\$24,964	\$36,196	\$180,980	\$144,784
3	70%	\$12,487	\$4,698	\$38,195	\$55,380	\$184,599	\$129,220
4	60%	\$16,982	\$6,389	\$51,945	\$75,317	\$188,291	\$112,975
5	50%	\$21,652	\$8,146	\$66,230	\$96,029	\$192,057	\$96,029
6	40%	\$26,502	\$9,971	\$81,066	\$117,539	\$195,898	\$78,359
7	30%	\$31,538	\$11,865	\$96,468	\$139,871	\$199,816	\$59,945
8	20%	\$36,764	\$13,832	\$112,455	\$163,050	\$203,813	\$40,763
9	10%	\$42,187	\$15,872	\$129,042	\$187,100	\$207,889	\$20,789
10	0%	\$47,812	\$17,988	\$146,247	\$212,047	\$212,047	\$0

## VII. PROJECTED EMPLOYMENT

Complete for each Applicant or User/Tenant

**Company Name:** Open Ice Sports Center, LLC

**Applicant:**  **or** **User/Tenant:**

Applicant/Tenant creating jobs must submit most recent NYS-45 or equivalent.

	Current # of jobs at proposed project location or to be relocated to project location	IF FINANCIAL ASSISTANCE IS GRANTED – project the number of FTE and PTE jobs to be <b>RETAINED</b>	IF FINANCIAL ASSISTANCE IS GRANTED – project the number of FTE and PTE jobs to be <b>CREATED</b> upon THREE Years after Project completion	Estimate number of residents of the Labor Market Area in which the Project is located that will fill the FTE and PTE jobs to be created upon THREE Years after Project Completion **
Full time (FTE)	8	8	3	3
Part Time (PTE)	30	30	10	10
Total	23	23	8	8

\*\* For purposes of this question, please estimate the number of FTE and PTE jobs that will be filled, as indicated in the third column, by residents of the Labor Marker Area, in the fourth column. The Labor Marker Area includes: Monroe County, Orleans County, Genesee County, Wyoming County, Livingston County, Ontario County, Wayne County, Yates County, and Seneca County chosen at the Agency's discretion.

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## VIII. LOCAL LABOR

To be completed by all Applicants and Users/Tenants of Projects which include the construction of new, expanded or renovated facilities:

80 Lyndon, LLC

Company Name \_\_\_\_\_

Applicant:  and/or User/Tenant:

The County of Monroe Industrial Development Agency (IDA) was established for the purpose of creating employment opportunities for, and to promote the general prosperity and economic welfare of the residents of Monroe County. The IDA offers economic incentives and benefits to qualified applicants who wish to locate or expand their businesses or facilities in Monroe County. When the IDA approves a project, it enters into agreements to extend these incentives and benefits to the applicant.

Construction jobs are vital to the overall employment opportunities and economic growth in Monroe County. The IDA believes that companies benefiting from its incentive programs should employ local laborers, mechanics, craft persons, journey workers, equipment operators, truck drivers and apprentices ("construction workers"), during the construction phase of projects.

SO

### 100% Local Labor

Initial

Applicants receiving IDA benefits **must** ensure that the it and/or its contractor/developer hire **100% of its construction workers from the local labor market.**

SO

### Local Labor Market

Initial

For the purpose of this policy, the local labor market is defined as construction workers residing in the following counties in New York State: Monroe, Genesee, Livingston, Orleans, Ontario, Seneca, Steuben, Wayne, Wyoming and Yates.

SO

### Bid Processing

Initial

Local participation in qualified projects receiving IDA economic incentives and benefits is vital to the economic growth of Monroe County. As such, all applicants/contractors/developers of a qualified project with a minimum \$5,000,000 investment must place any and all invitations to bid in the Builders Exchange of Rochester Plan Room (<https://robex.com/planroom/>) two weeks before the bids are due.

SO

### Monitoring

Initial

A third-party auditing firm ("Project Monitor") will be engaged to monitor construction work commencing on the date benefits are granted by resolution of the IDA Board.

Once approved for IDA benefits, all applicants will be required to provide to the Project Monitor and the Exemption Processor (as hereinafter defined) the following information:

1. Contact information for the applicant's representative who will be responsible and accountable for providing information about the bidding and awarding of construction contracts relative to the applicant's project; and
2. Description of the nature of construction jobs created by the project, including in as much detail as possible, the number, type and duration of construction positions.

All Monroe County IDA projects are subject to local monitoring by the IDA and the Project Monitor. Proof of residency or copy of drivers' license shall be checked by the Project Monitor during the Project Monitor's periodic inspection of the project.

The Project Monitor shall issue a report to the IDA staff immediately when an applicant or applicant's contractor is not in compliance with this labor policy. IDA staff shall advise the IDA Board of non-compliance by email or at the next scheduled meeting. If a violation of policy has occurred, the Project Monitor shall notify the applicant and contractor of such non-compliance and give applicant a warning of violation and 72 hours in which to correct such violation. Upon evidence of continued non-compliance or additional violations, the IDA and/or the Project Monitor shall notify the applicant that the project is in violation of the Monroe County IDA Labor Policy and is subject to IDA Board action which may result in the revocation, termination and/or recapture of any or all benefits conferred by the IDA.



**IX. FEES**

Transaction Type	Fees
Real Property Tax Abatement (PILOT Agreement) including Sales Tax Exemption* and/or partial Mortgage Recording Tax Exemption.	<b>Application Fee:</b> Non-refundable \$350.00 <b>IDA Fee:</b> 0.75% of the total project cost <b>Legal Fee:</b> 33% of the IDA fee. Minimum fee of \$4,000.
Sales Tax Exemption* and/or Partial Mortgage Recording Tax Exemption	<b>Application Fee:</b> Non-refundable \$350.00 <b>IDA Fee:</b> 0.50% of the total project cost <b>Legal Fee:</b> 33% of the IDA fee. Minimum fee of \$4,000 if transaction includes mortgage recording tax exemption. Minimum fee of \$750 if transaction is sales tax exemption only.
Bond: Taxable or Tax-Exempt Including any/all of the following: 1. PILOT Agreement 2. Sales Tax Exemption 3. Partial Mortgage Recording Tax Exemption	<b>Application Fee:</b> Non-refundable \$350.00 <b>IDA Fee:</b> 1.25% of the total project cost <b>Legal Fee:</b> 33% of the IDA fee. Designated Bond Counsel fee is based on the complexity and amount of the transaction.
Bond: Taxable or Tax-Exempt	<b>Application Fee:</b> Non-refundable \$350.00 <b>IDA Fee:</b> 1.00% of the total project cost <b>Legal Fee:</b> 33% of the IDA fee. Designated Bond Counsel fee is based on the complexity and amount of the transaction.

\*If the sales tax benefits are required prior to closing, a non-refundable twenty-five percent (25%) of the IDA fee and Legal fees are payable at that time. This amount will be applied towards the IDA fee and Legal fee.

<p style="font-size: 1.2em; color: blue; margin: 0;"><i>80 Cypress Road, LLC</i></p> <p style="text-align: center; margin: 0;">(APPLICANT COMPANY)</p>	<p style="text-align: center; margin: 0;">(TENANT COMPANY)</p>				
<p style="font-size: 1.5em; color: blue; margin: 0;"><i>[Signature]</i></p>	<p style="font-size: 1.5em; color: blue; margin: 0;"><i>[Signature]</i></p>	<p style="font-size: 1.5em; color: blue; margin: 0;"><i>[Signature]</i></p>			
Signature	, Title	Date	Signature	, Title	Date

**X. CERTIFICATION**

The undersigned company officer and/or user/tenant officer each hereby certifies, on behalf of the company and/or user/tenant, respectively (each singularly and together, the "Applicant"), as follows:

- A. The information contained in this Application, including employment information, is true and correct. The Applicant is aware that any material misrepresentation made in this Application constitutes an act of fraud, resulting in revocation of COMIDA benefits.
- B. The undersigned, on behalf of the Applicant, hereby certifies that the Applicant, and all parties which have ownership of the Applicant are current and will remain current on all real property, federal, state, sales, income and withholding taxes throughout the term of any agreements made in connection with this Application.
- C. Compliance with N.Y. GML Sec. 862(1): Applicant understands and agrees that the provisions of Section 862(1) of the New York General Municipal Law, as provided below, will not be violated if Financial Assistance is provided for the proposed Project:  
 § 862. Restrictions on funds of the agency. (1) No funds of the agency shall be used in respect of any project if the completion thereof would result in the removal of an industrial or manufacturing plant of the project occupant from one area of the state to another area of the state or in the abandonment of one or more plants or facilities of the project occupant located within the state, provided, however, that neither restriction shall apply if the agency shall determine on the basis of the application before it that the project is reasonably necessary to discourage the project occupant from removing such other plant or facility to a location outside the state or is reasonably necessary to preserve the competitive position of the project occupant in its respective industry.
- D. Compliance with Applicable Laws: The Applicant confirms and acknowledges that the owner, occupant, or operator receiving Financial Assistance for the proposed Project is in substantial compliance with applicable local, state and federal tax, worker protection and environmental laws, rules and regulations.
- E. False and Misleading Information: The Applicant confirms and acknowledges that the submission of any knowingly false or knowingly misleading information may lead to the immediate termination of any Financial Assistance and the reimbursement of an amount equal to all or part of any tax exemption claimed by reason of the Agency's involvement the Project.
- F. Recapture: Should the Applicant not expend as projected or hire as presented, the Agency may view such information/status as failing to meet the established standards of economic performance. In such events, some or all of the benefits taken by the Applicant will be subject to recapture.
- G. Pay Equity: The Applicant and/or user/tenant officer certifies on behalf of the company and/or user/tenant (the Applicant) has not been the subject of an adverse finding under the equal pay laws within the previous five years, has disclosed any pending equal pay claims against the company at time of application, and shall disclose to COMIDA any pending claims or adverse findings under the equal pay laws during the term of COMIDA financial assistance agreement.
- H. Applicant hereby releases the COMIDA ("Agency") from, agrees that the Agency shall not be liable for, and agrees to indemnify, defend and hold the Agency harmless from and against any and all liability arising from or expense incurred by (A) the Agency's examination and processing of, and action pursuant to or upon, this Application, regardless of whether or not this Application or the Project described herein or the tax exemptions and other assistance requested herein are favorably acted upon by the Agency; (B) the Agency's acquisition, construction, renovation and/or equipping of the Project described herein; and (C) any further action taken by the Agency with respect to the Project; including, without limiting the generality of the foregoing, all causes of action and attorneys' fees and any other expenses incurred in defending any suits or actions which may arise as a result of any of the foregoing. Applicant hereby understands and agrees, in accordance with Section 875(3) of the New York General Municipal Law, that any New York State and local sales and use tax exemption claimed by the Applicant and approved by the Agency in connection with the Project may be subject to recapture by the Agency under such terms and conditions as will be set forth in the Agent Agreement to be entered into by and between the Agency and the Applicant. The Applicant further represents and warrants that the information contained in this Application, including without limitation, information regarding the amount of New York State and local sales and use tax exemption benefits, is true, accurate and complete.

**APPLICANT COMPANY**

**TENANT COMPANY**

*Suzanne Ross, LLC*  
 \_\_\_\_\_  
*[Signature]*      *NYA*      *6/25/24*  
 \_\_\_\_\_

\_\_\_\_\_  
 \_\_\_\_\_

Signature, Title, Date

Signature, Title, Date



## **Executive Summary of Rochester Ice Center Data**

Over the years, the demand for ice time at the Rochester Ice Center has increased significantly. This surge is primarily due to our key tenants, such as the Rochester Jr Amerks Youth, NAHL Jr Amerks, Bishop Kearney, and Mirror Image Figure Skating, as well as the overall growth of ice hockey.

In 2023, the Rochester Ice Center welcomed 556,100 visitors, with an average dwelling time of 122 minutes. In the first two months of 2024, we have already seen an increase in visits compared to 2023, with a notable rise in average dwelling time to 137 minutes. This data was collected via cell phone pings, tracking when a person's phone enters the facility.

Visitors to the Rochester Ice Center come from all over the East Coast and southern Ontario, Canada. They visit to watch their children play, attend NAHL Jr Amerks games, or train at our Next Level Fitness facility.

Our data also reveals where our visitors are coming from and where they go after visiting the Rochester Ice Center. Many are staying at local hotels, shopping at Wegmans, or dining at local restaurants. These indicators demonstrate that the Rochester Ice Center is a significant driver of economic development for other businesses in Monroe County.

This is why we believe the Rochester Ice Center is a true tourist destination, attracting visitors not only from other counties but also from outside the state of New York.



# Rochester Ice Center

Fairport, NY



# 2024 Rochester Ice Center

## *Exciting Opportunity to Discuss:*

- History of Rochester Ice Center
- Trade Area
- How many people visit Rochester Ice Center?
- Where are people coming from?
- What hockey organization are coming to Rochester Ice Center?
- Tourism Destination
- Future plan at the Rochester Ice Center



# Rochester Ice Center

## History

- 1989 ---- Thomas Creek Ice Areana Opens
- 1994 ---- 2<sup>nd</sup> rink expansion happens
- 2010 ---- 3<sup>rd</sup> rink expansion plans begin – rink was never installed
- 2016 ---- New ownership takes over – 3<sup>rd</sup> rink application is submitted to town
- 2023 ---- November Brownfield application was submitted  
---- December new ownership takes over – Chris O’Donnell
- 2024 ---- St John Fisher University announces Div III Boys and Girls Hockey  
---- 3<sup>rd</sup> rink application sent to Town of Perinton, DEC, Army Corp











# Property Overview

## Time Compare

Metrics	 <b>Rochester Ice Center</b> Lyndon Rd, Fairport, NY	 <b>Rochester Ice Center</b> Lyndon Rd, Fairport, NY
Visits	136.4K	556.1K
Visits / sq ft	N/A	N/A
Size - sq ft	N/A	N/A
Visitors	45.7K	99.2K
Visit Frequency	2.98	5.61
Avg. Dwell Time	137 min	122 min
Visits YoY	+1.9%	-8.2%
Visits Yo2Y	-5.3%	-9%
Visits Yo3Y	+2.3%	+29.9%

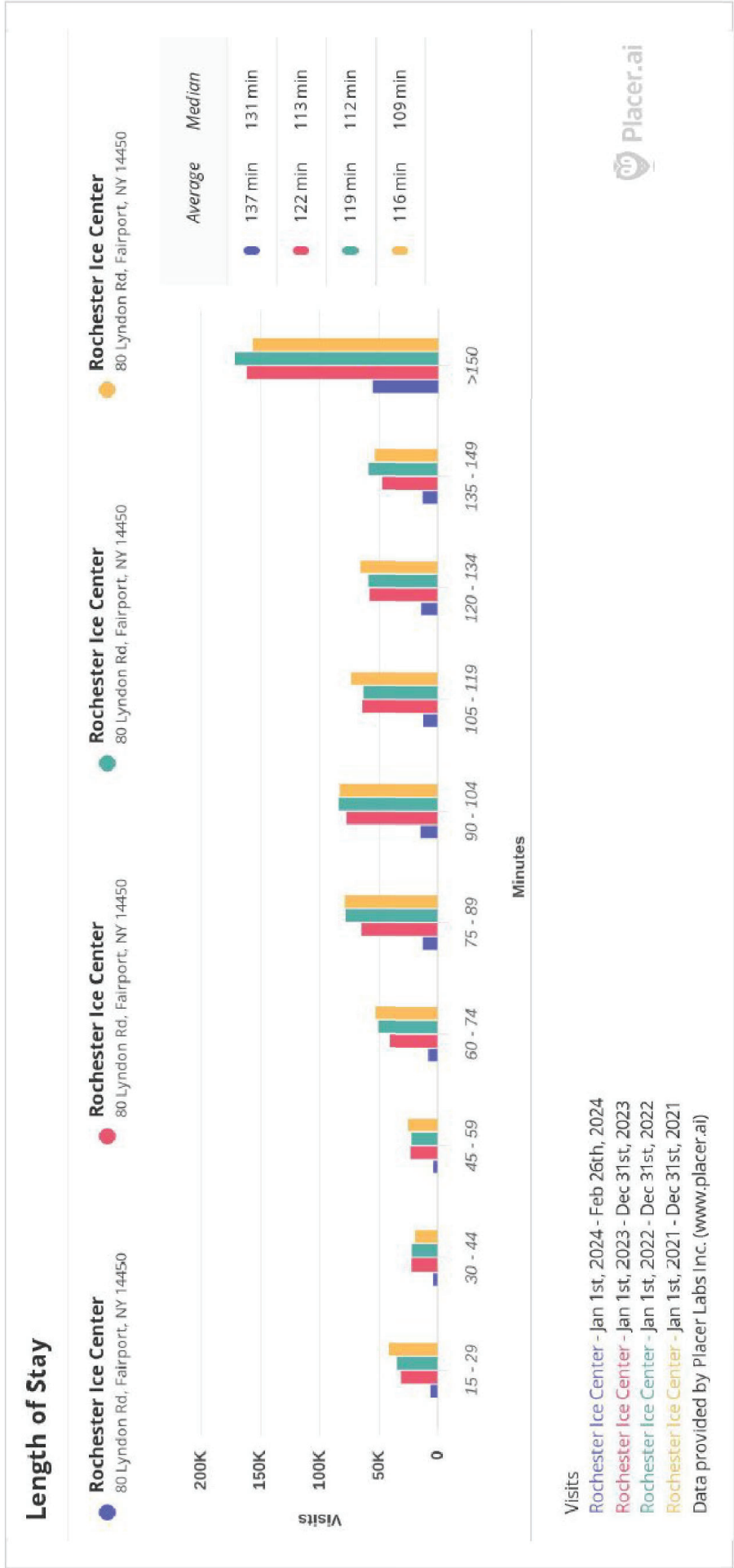
 Jan 1, 2024 – Feb 26, 2024

 Jan 1, 2023 – Dec 31, 2023



# Property Overview

## Time Compare

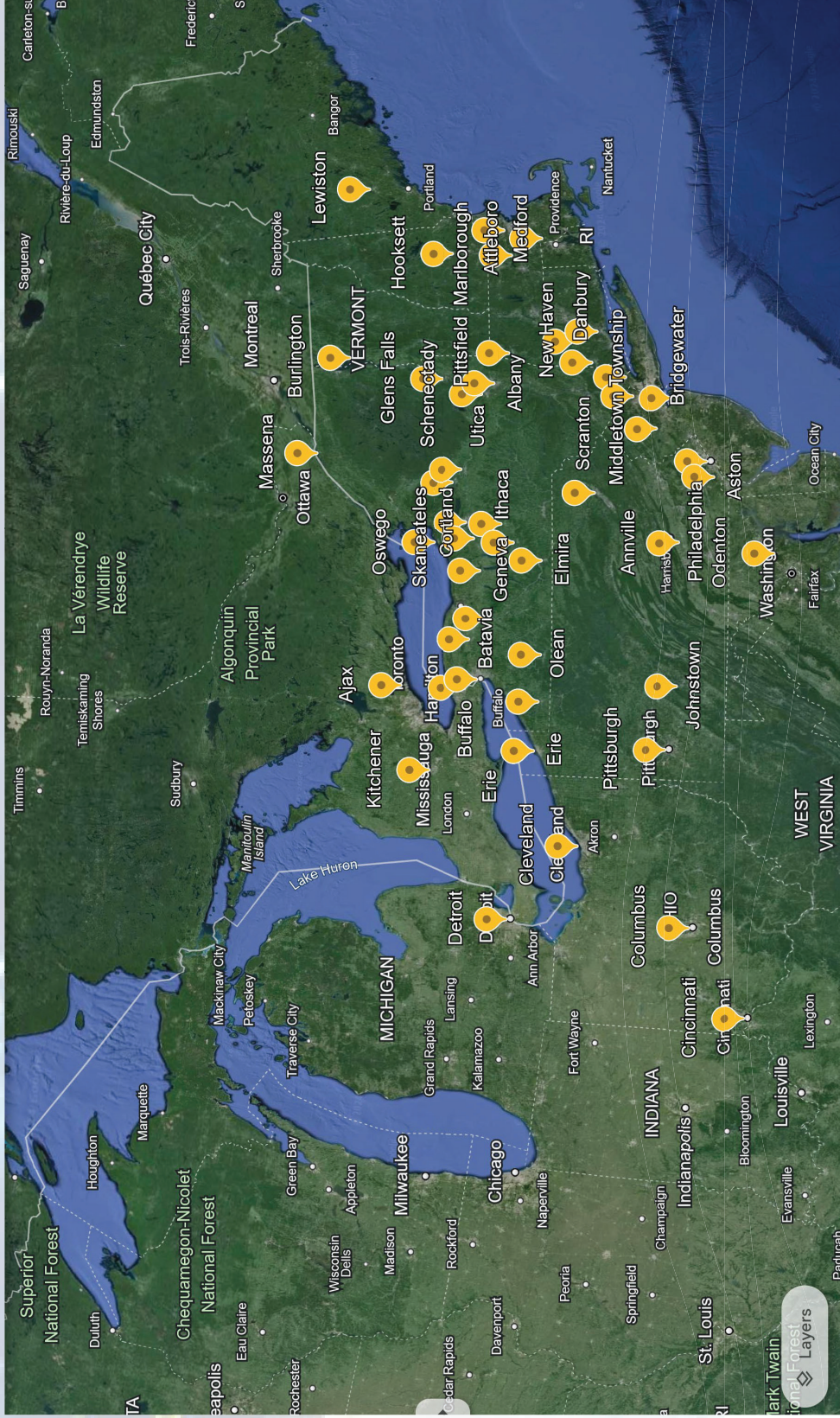


Visits  
 Rochester Ice Center - Jan 1st, 2024 - Feb 26th, 2024  
 Rochester Ice Center - Jan 1st, 2023 - Dec 31st, 2023  
 Rochester Ice Center - Jan 1st, 2022 - Dec 31st, 2022  
 Rochester Ice Center - Jan 1st, 2021 - Dec 31st, 2021  
 Data provided by Placer Labs Inc. (www.placer.ai)



# 2024 Rochester Ice Center

*Where are visitors coming from:*



# 2024 Rochester Ice Center

*Where are visitors coming from:*

## Rochester Jr Amerks Youth

Location	Number of Teams	Teams
Ajax, ON (Canada)	1	Durham West Lighting
Albany, NY	2	CP Dynamos, Troy Albany
Batavia, NY	1	Rampart
Buffalo, NY	11	Amherst, Buffalo Bisons, Cheektowaga, Clarence, Cazenovia, East Aurora, Hamburg, Jr Sabres, Nichols, Lockport, West Seneca
Burlington, VT	1	Vermont Jr Cat
Cincinnati, OH	1	Lady Swords
Cleveland, OH	2	Ohio Prospects, Wildcat
Columbus, OH	1	Blue Jackets
Connecticut	1	Jr Rangers
Cortland, NY	1	Central Outlaws
Erie, PA	1	Otters
Geneva, NY	1	Generals
Glens Falls, NY	1	North Stars
Hackensack, NJ	1	
Ithaca, NY	1	Ithaca Hockey
Jamestown, NY	1	CCYHA
Kitchener, ON	1	
Marlborough, MA	1	Minuteman
Massena, NY	1	River Green
Niagara Falls, NY	2	Power City, Purple Eagles
Olean, NY	1	Arrows
Oswego, NY	1	Buccaneers
Philadelphia, PA	1	Phil. Hockey Club
Pittsburgh, PA	3	Jr Pens, Predators, Esmark
Rome, NY	1	Grizzlies
Schenectady, NY	1	
Scranton Wilkes Barre, PA	1	
Skenesbeteles, NY	1	Lakers
Syracuse, NY	5	Blazer, Camillus, Cazenovia, Lysander, Nats
Utica, NY	1	Cornets

## Rochester Jr Amerks NAHL & BK

Location	Number of Teams
Anncville, PA	1
Aston, PA	1
Attleboro, MA	1
Bridgewater, KM	1
Buffalo, NY	1
Danbury, CT	1
Detroit, MI	1
Erie, PA	1
Hackensack, NJ	1
Hooksett, NH	1
Johnstown, PA	1
Medford, Mass	1
Odenton, MD	1
Pittsfield, MA	1
Pittsburgh, PA	1

Location	Number of Teams
Albertus – New Haven, CT	1
Chatham – Pittsburgh, PA	1
Elmira, NY	1
Hilbert – Buffalo, NY	1
Manhattanville – Harrison, NY	1
SUNY Geneseo – Geneseo, NY	1
Utica College - Utica, NY	1

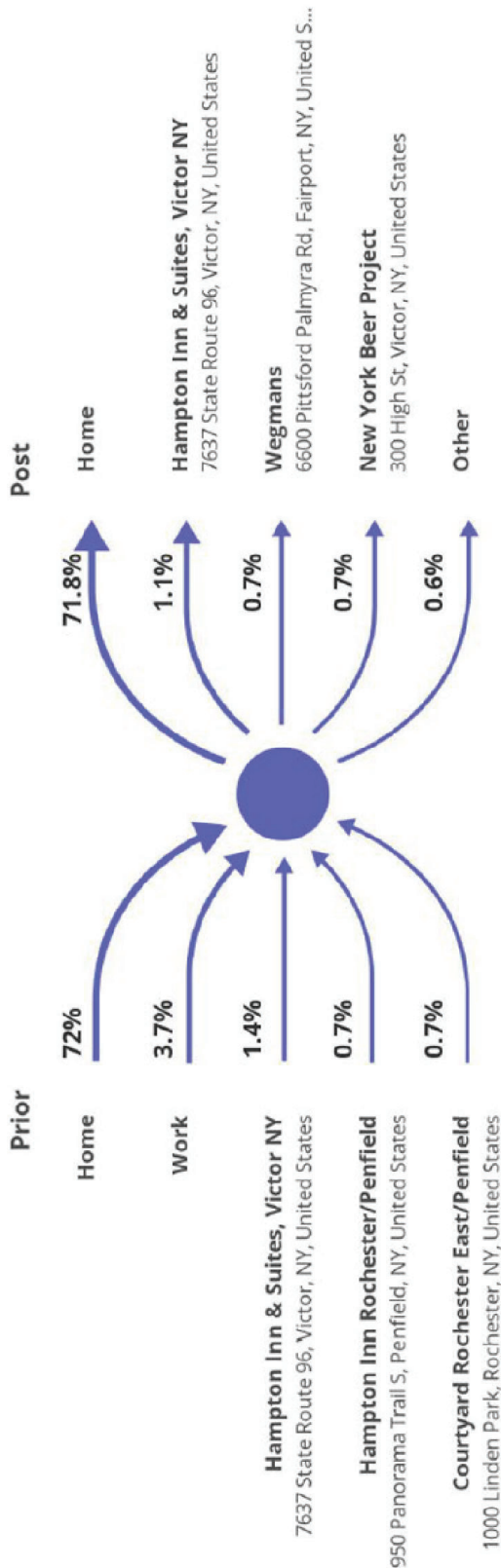


# Where are visitors coming from?

## Visitor Journey

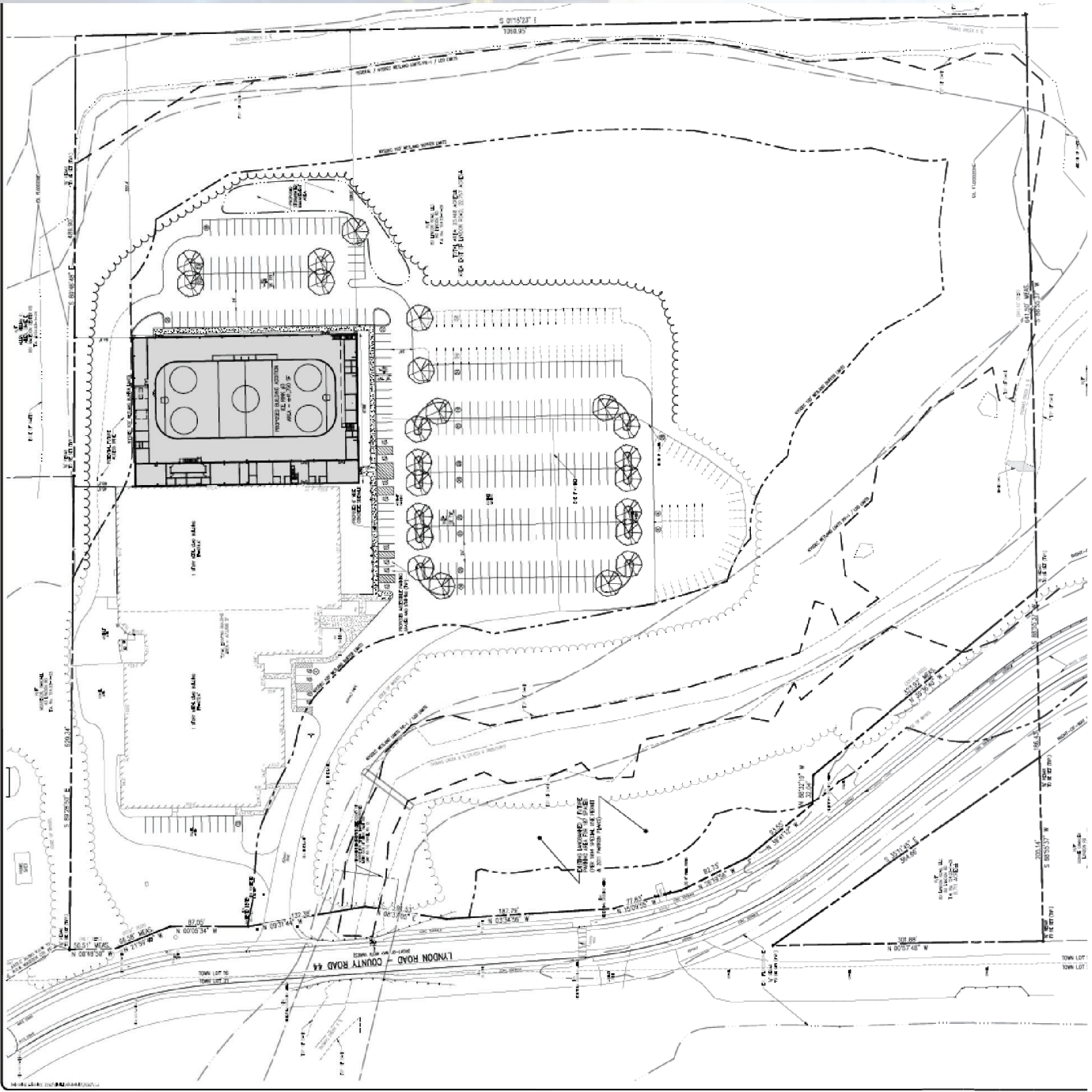
### Rochester Ice Center

80 Lyndon Rd, Fairport, NY 14450



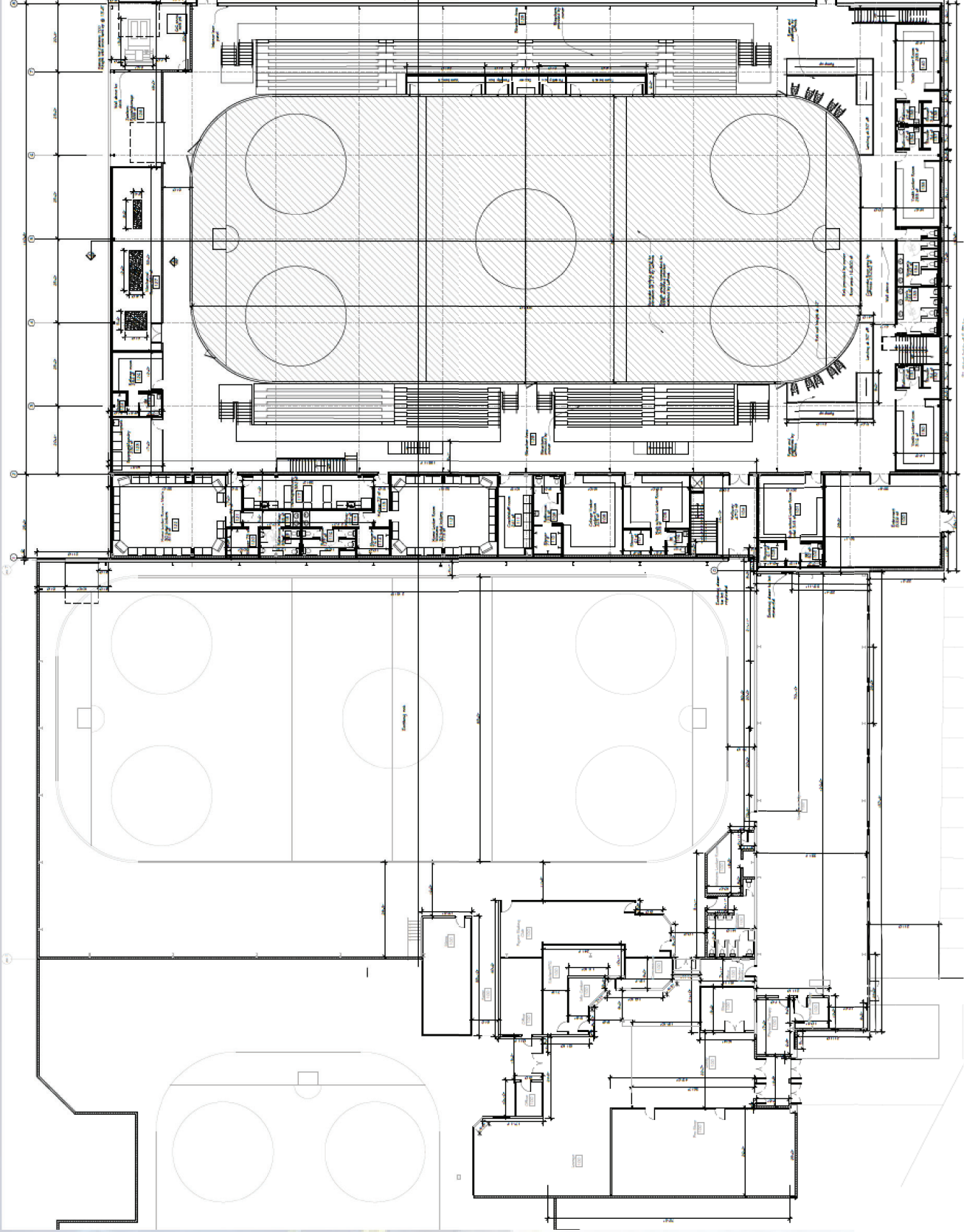
Show by: | Jan 1st, 2024 - Feb 26th, 2024  
Data provided by Placer Labs Inc. ([www.placer.ai](http://www.placer.ai))





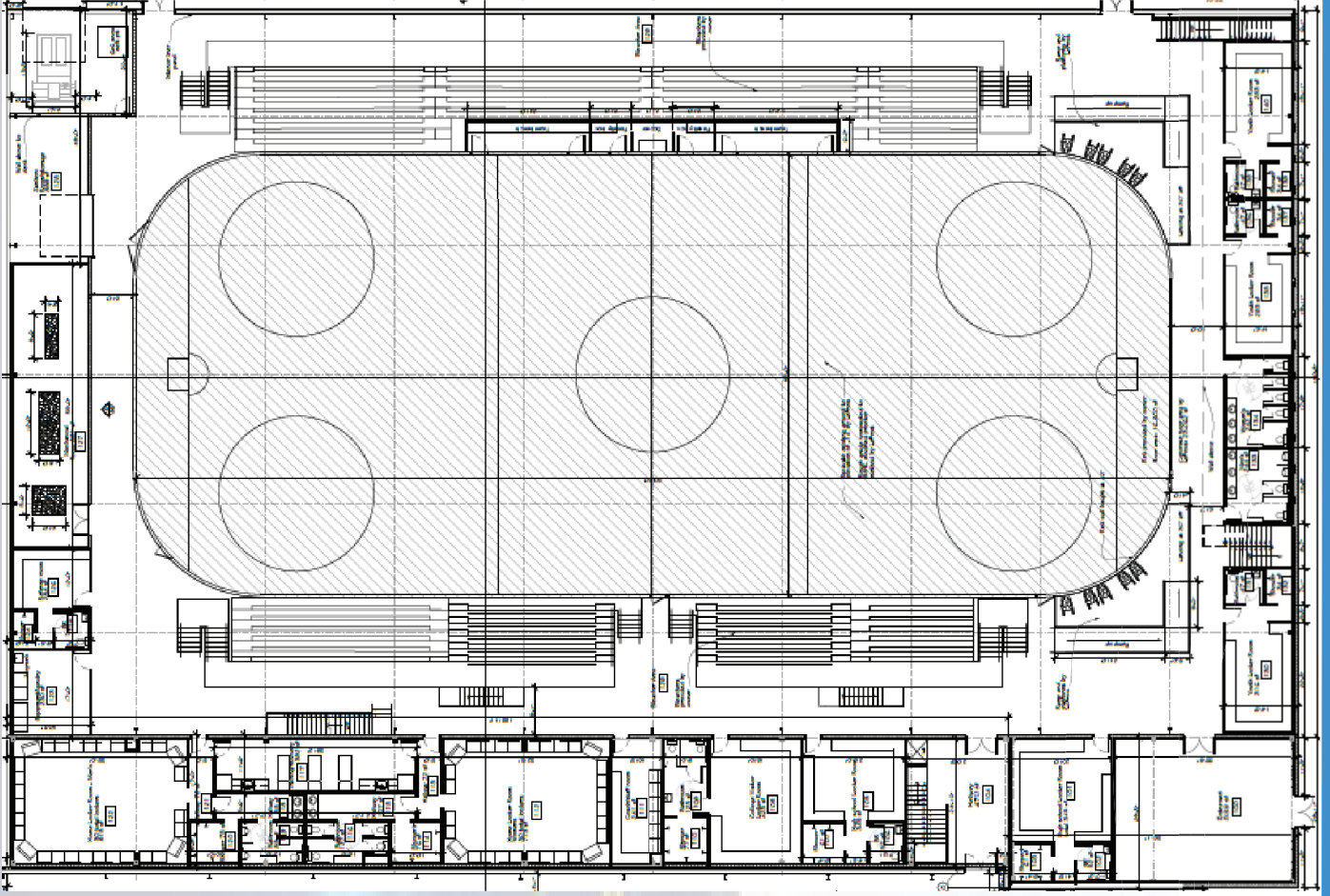
**Proposed  
Site Plan**

# Current East Rink Relation to Expansion Rink

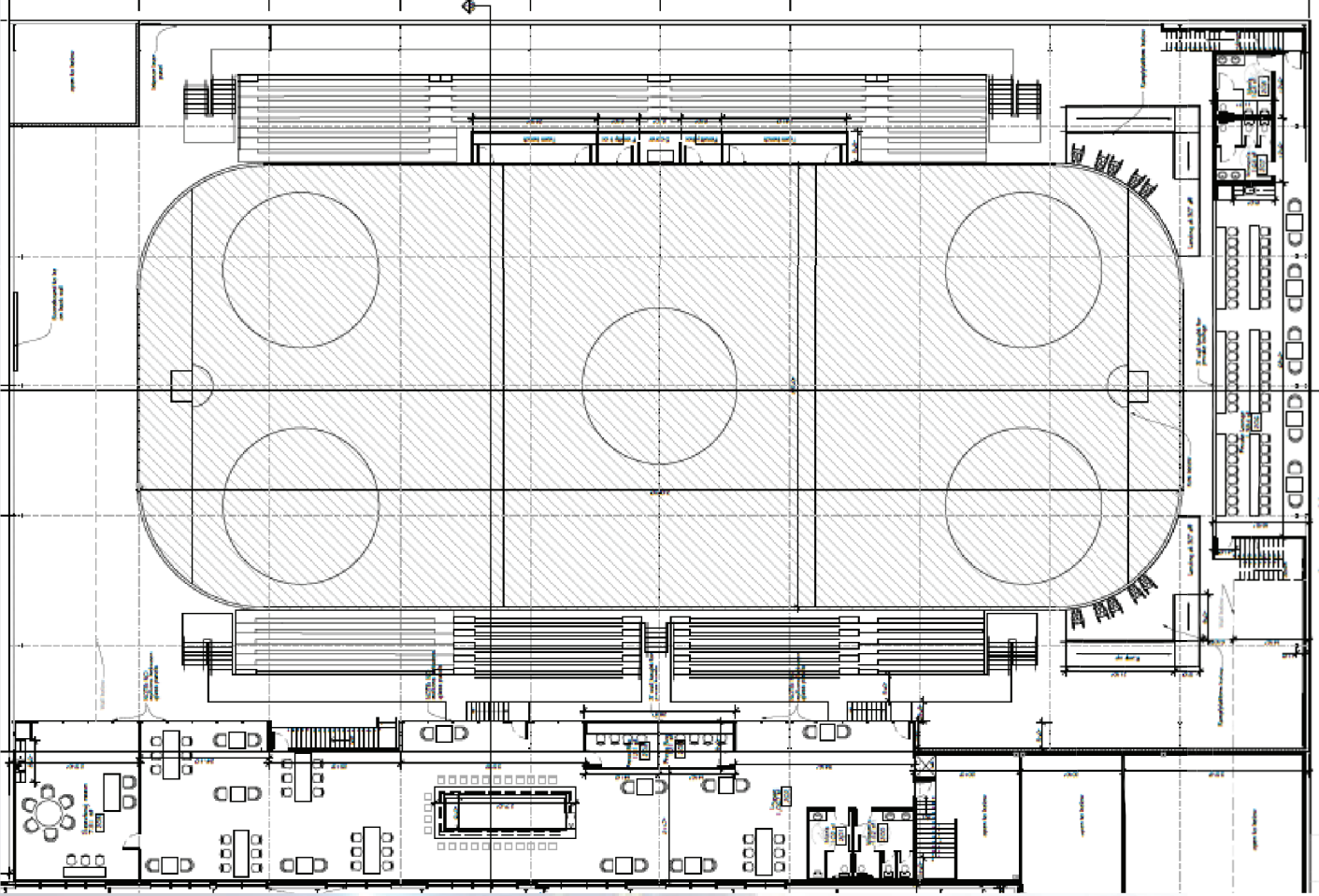




# Lower Level



# Upper Level



# Sport Tourism Effect on Local Economy



# UPMC Lemieux Sport Complex -- Cranberry, PA

- 2 sheets of ice.
- Holds Youth and USHL each year which draws hundreds of teams.
- 700,00 visitors each year
- Last 3 years this complex has generated over \$200 million to the local economy



# Nexus Center – Utica, NY

- 3 sheets of ice.
- Holds 24 ice hockey and 24 lacrosse tournament annually.
- 2023 Nexus Center opened and has seen over 400,000 visitors with an estimated economic impact between \$27 - \$32 million.



# Compton Family Ice Arena – South Bend, IN

- 2 sheets of ice
- 2022 – 23 held 29 tournaments
- 1804 games played
- 25,737 room nights
- 45,130 players and spectators
- \$14,309,090 in economic impact to the community



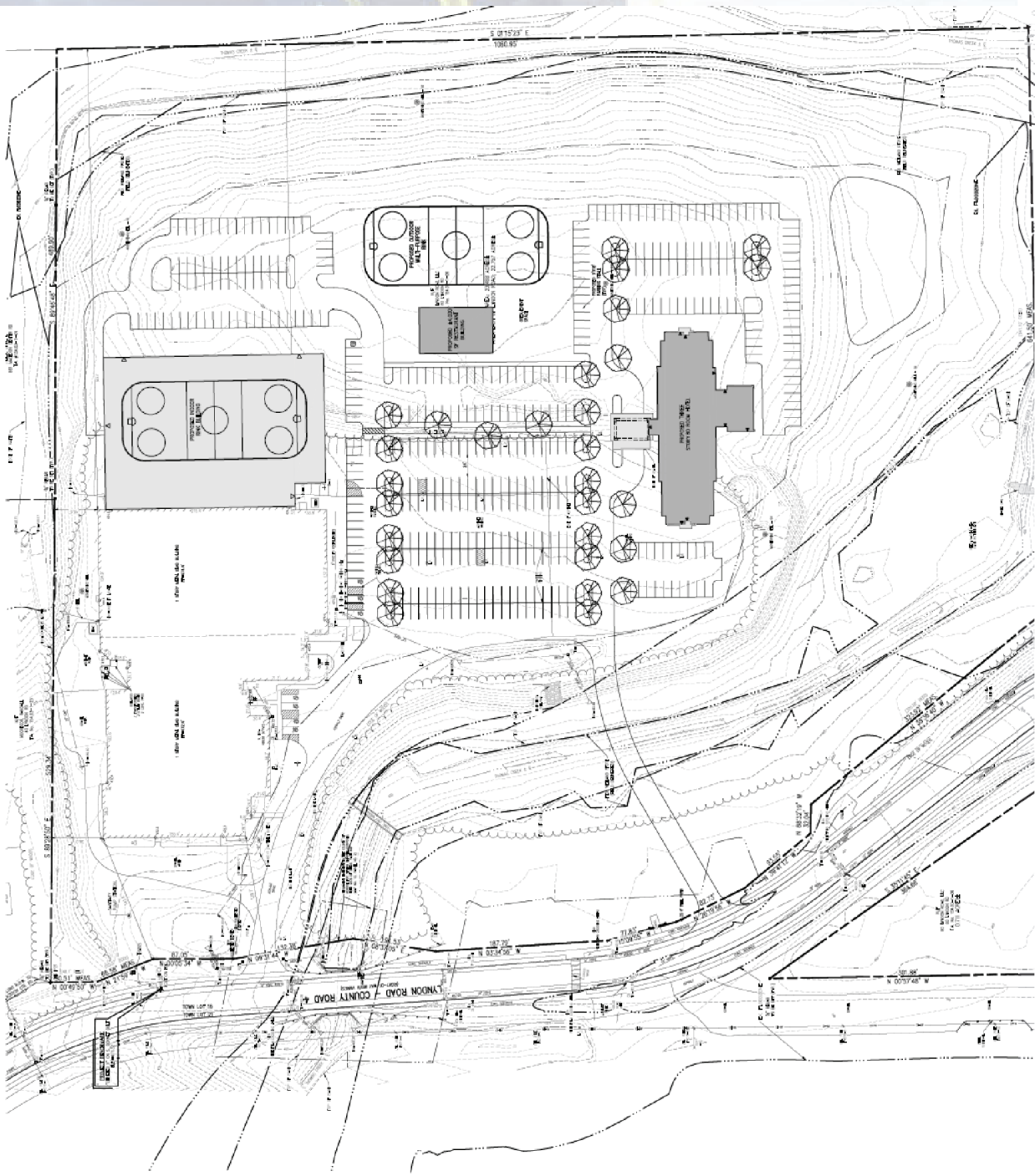
Source: [www.news.nd.edu/news/youthhockey](http://www.news.nd.edu/news/youthhockey)

# Scheels Ice Plex – Sioux Falls, SD

- 3 sheets of ice.
- Home to local youth, high school and USHL Sioux Falls Stampede.
- Events held at rink:
  - Boys high school hockey tournament – local economic impact \$300,000
  - Girl's state high school tournament – local economic impact \$250,232
- SD Hockey Selects Invitational (400 players) \$830,000 economic impact



# Future Plans – American Place – Perinton, NY





## Most relevant ▾



Justin Loomis

I've been going to this rink since I was 3 years old. What you guys have done with this is unbelievable! What you've done for hockey in this area is something special! I want to give you guys all the credit you deserve. Seeing the barn filled like this on a nightly basis is amazing to see ❤️❤️❤️

17m

Like

Reply

Message

Hide



1

# Executive Summary of Rochester Ice Center Data

*Over the years, the demand for ice time at the Rochester Ice Center has increased significantly. This surge is primarily due to our key tenants, such as the Rochester Jr Amerks Youth, NAHL Jr Amerks, Bishop Kearney, and Mirror Image Figure Skating, as well as the overall growth of ice hockey.*

*In 2023, the Rochester Ice Center welcomed 556,100 visitors, with an average dwelling time of 122 minutes. In the first two months of 2024, we have already seen an increase in visits compared to 2023, with a notable rise in average dwelling time to 137 minutes. This data was collected via cell phone pings, tracking when a person's phone enters the facility.*

*Visitors to the Rochester Ice Center come from all over the East Coast and southern Ontario, Canada. They visit to watch their children play, attend NAHL Jr Amerks games, or train at our Next Level Fitness facility.*

*Our data also reveals where our visitors are coming from and where they go after visiting the Rochester Ice Center. Many are staying at local hotels, shopping at Wegmans, or dining at local restaurants. These indicators demonstrate that the Rochester Ice Center is a significant driver of economic development for other businesses in Monroe County.*

*This is why we believe the Rochester Ice Center is a true tourist destination, attracting visitors not only from other countries but also from outside the state of New York.*



# County of Monroe Industrial Development Agency

## MRB Cost Benefit Calculator



Date: July 16, 2024  
 Project Title: 80 Lyndon LLC  
 Project Location: 80 Lyndon Rd, Fairport, NY 14450

### Economic Impacts

Summary of Economic Impacts over the Life of the PILOT

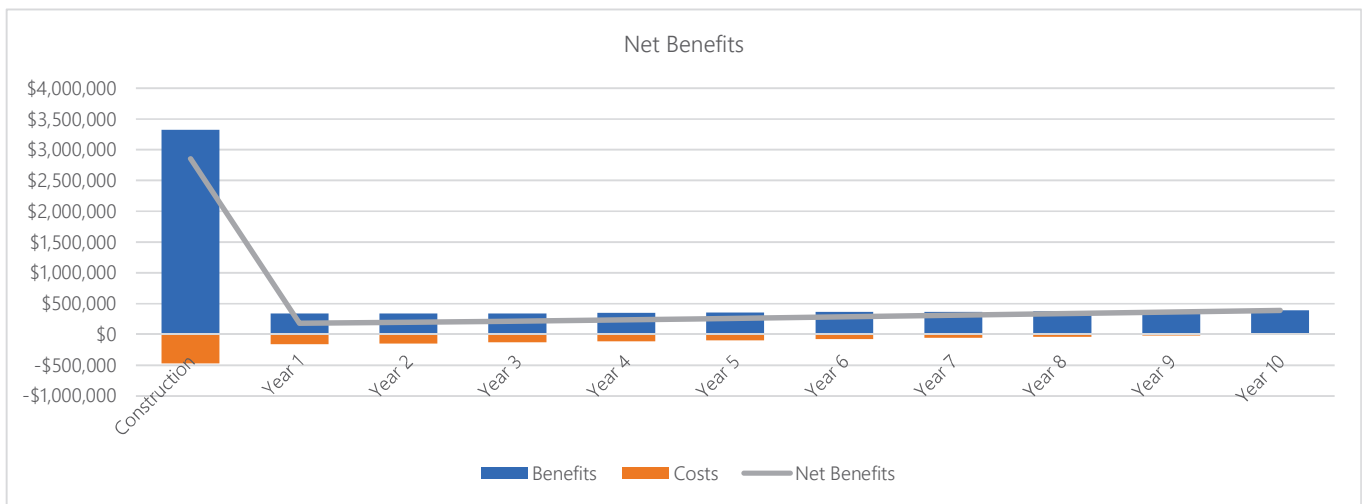
**Project Total Investment**  
 \$8,555,768

Temporary (Construction)			
	Direct	Indirect	Total
Jobs	43	10	53
Earnings	\$2,637,762	\$500,492	\$3,138,254
Local Spend	\$6,844,614	\$1,703,754	\$8,548,368

Ongoing (Operations)			
Aggregate over life of the PILOT			
	Direct	Indirect	Total
Jobs	8	1	9
Earnings	\$2,539,913	\$877,232	\$3,417,145

Figure 1



Net Benefits chart will always display construction through year 10, irrespective of the length of the PILOT.

Figure 2

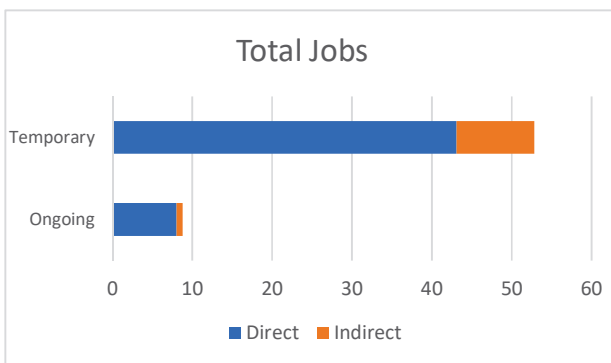
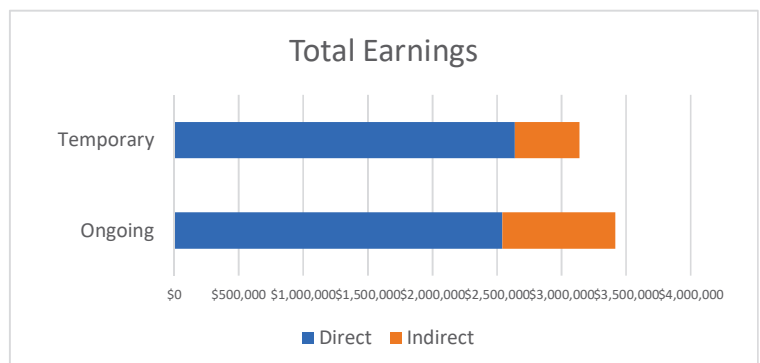


Figure 3



# Fiscal Impacts

## Estimated Costs of Exemptions

	Nominal Value	Discounted Value*
Property Tax Exemption	\$842,550	\$782,784
Sales Tax Exemption	\$421,833	\$421,833
Local Sales Tax Exemption	\$210,917	\$210,917
State Sales Tax Exemption	\$210,917	\$210,917
Mortgage Recording Tax Exemption	\$49,168	\$49,168
Local Mortgage Recording Tax Exemption	\$16,389	\$16,389
State Mortgage Recording Tax Exemption	\$32,779	\$32,779
<b>Total Costs</b>	<b>\$1,313,551</b>	<b>\$1,253,785</b>

## State and Local Benefits

	Nominal Value	Discounted Value*
<b>Local Benefits</b>	<b>\$7,701,557</b>	<b>\$7,199,437</b>
To Private Individuals	\$6,555,399	\$6,199,305
Temporary Payroll	\$3,138,254	\$3,138,254
Ongoing Payroll	\$3,417,145	\$3,061,051
Other Payments to Private Individuals	\$0	\$0
To the Public	\$1,146,159	\$1,000,131
Increase in Property Tax Revenue	\$1,100,271	\$956,736
Temporary Jobs - Sales Tax Revenue	\$21,968	\$21,968
Ongoing Jobs - Sales Tax Revenue	\$23,920	\$21,427
Other Local Municipal Revenue	\$0	\$0
<b>State Benefits</b>	<b>\$340,881</b>	<b>\$322,364</b>
To the Public	\$340,881	\$322,364
Temporary Income Tax Revenue	\$141,221	\$141,221
Ongoing Income Tax Revenue	\$153,772	\$137,747
Temporary Jobs - Sales Tax Revenue	\$21,968	\$21,968
Ongoing Jobs - Sales Tax Revenue	\$23,920	\$21,427
<b>Total Benefits to State &amp; Region</b>	<b>\$8,042,438</b>	<b>\$7,521,801</b>

## Benefit to Cost Ratio

	Benefit*	Cost*	Ratio
Local	\$7,199,437	\$1,010,090	7:1
State	\$322,364	\$243,695	1:1
<b>Grand Total</b>	<b>\$7,521,801</b>	<b>\$1,253,785</b>	<b>6:1</b>

\*Discounted at 2%

### Additional Comments from IDA

This is a good project.

Does the IDA believe that the project can be accomplished in a timely fashion? Yes