



COUNTY OF MONROE
COMIDA
INDUSTRIAL DEVELOPMENT AGENCY

BOARD MEETING MINUTES
April 20, 2021

Time & Place: 12:00 p.m. via conference call per Governor's Executive Order 202.1

Board Present: L. Bolzner, A. Burr, T. Milne, R. King, A. Meleo, J. Popli

Board Absent: J.Alloco

Also Present: L. Birr, A. Clark, R. Finnerty, A. Liss, R. Baranello, Esq., G. Genovese, B. LaFountain, K. Loewke

Chair Burr called the meeting to order at 12:00 p.m.

On motion by A. Meleo, second by L.Bolzner, all aye, minutes of the March 23, 2021 meeting were approved.

K. Loewke presented the local labor monitoring report for March 2021. All monitored sites were in compliance.

B. LaFountain presented the labor exemption report for March 2021.

G. Genovese presented the financial report for March 2021.

Executive Director Liss presented the following projects for consideration:

Skull Diamond and Heart Capital, LLC

Skull Diamond and Heart Capital, LLC is proposing to renovate approximately 6,000 square feet of office space in the Sibley Square building in the City of Rochester. Skull Diamond and Heart is a private equity firm focused on strategic growth of early stage small business by funding operational support and services. The offices will be used by Skull Diamond and Heart and its start-up portfolio companies. Skull Diamond and Heart believes that the project will encourage tech talent from local colleges and universities to stay and conduct business in Monroe County. This \$675,000 project will create 11 FTEs. The applicant is seeking approval of sales tax exemptions only. The Benefit/Incentive ratio is 47:1.

The applicant was represented by Robert Poltrino. The applicant confirmed awareness of the local labor policy and that exemptions must be requested 45 days in advance, and does not anticipate any local labor exemptions at this time.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY TAKING OFFICIAL ACTION TO (i) APPOINT SKULL DIAMOND AND HEART CAPITAL, LLC OR A RELATED ENTITY FORMED OR TO BE FORMED (COLLECTIVELY, THE "COMPANY") AS ITS AGENT TO UNDERTAKE A CERTAIN PROJECT; (ii) PROVIDE FINANCIAL ASSISTANCE TO THE COMPANY IN THE FORM OF A SALES AND USE TAX EXEMPTION FOR PURCHASES AND RENTALS RELATED TO THE UNDERTAKING OF THE PROJECT; (iii) AUTHORIZE THE EXECUTION AND DELIVERY OF A PROJECT AGREEMENT AND RELATED DOCUMENTS; AND (iv) MAKE A DETERMINATION WITH RESPECT TO THE PROJECT PURSUANT TO SEQRA.

On motion by A. Meleo, second by R. King for inducement and final resolution approving sales tax exemption, a roll call vote resulted as follows and the motion carried:

J. Popli	Yea	J. Alloco	Absent
A. Meleo	Yea	R. King	Yea
L. Bolzner	Yea	A. Burr	Yea
T. Milne	Yea		

Gascon Family Vineyards, LLC

Gascon Family Vineyards, LLC is a new winery located in Honeoye Falls. After planting in 2019, they are now preparing for their first harvest in 2021. They will be building a new production facility which will include a tasting room for customers to taste and purchase product. The tasting room will account for 21% of the building expenses, with the remaining 79% for processing and production. The applicant is seeking a real property tax abatement as well as sales and mortgage recording tax exemptions. The \$831,350 project is projected to create 6 FTEs over three years. The cost to benefit ratio is 54:1.

The applicant was represented by David Gascon. The applicant confirmed awareness of the local labor policy and that exemptions must be requested 45 days in advance, and does not anticipate any local labor exemptions at this time. Ms. Baranello noted that a letter was received from the Town of Mendon, which was read into the record during the public hearing.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY (i) ACKNOWLEDGING THE PUBLIC HEARING HELD BY THE AGENCY ON APRIL 15, 2021, WITH RESPECT TO A CERTAIN PROJECT (THE "PROJECT") BEING UNDERTAKEN BY GASCON FAMILY VINEYARDS, LLC (THE "COMPANY") AND 20 DEEP WINERY LLC (THE "TENANT"); (ii) MAKING A DETERMINATION WITH RESPECT TO THE PROJECT PURSUANT TO SEQRA; (iii) APPOINTING THE COMPANY AND THE TENANT AS AGENTS OF THE AGENCY; (iv) AUTHORIZING FINANCIAL ASSISTANCE TO THE COMPANY AND THE TENANT IN THE FORM OF (A) A SALES AND USE TAX EXEMPTION FOR PURCHASES AND RENTALS RELATED TO THE ACQUISITION, CONSTRUCTION AND EQUIPPING OF THE PROJECT, (B) A MORTGAGE RECORDING TAX EXEMPTION AND (C) A REAL PROPERTY TAX ABATEMENT STRUCTURED THROUGH A PAYMENT-IN-LIEU-OF-TAX AGREEMENT ("PILOT AGREEMENT"); AND (v) AUTHORIZING THE NEGOTIATION, EXECUTION AND DELIVERY OF A PROJECT AGREEMENT, LEASE AGREEMENT, LEASEBACK AGREEMENT, PILOT AGREEMENT AND RELATED DOCUMENTS WITH RESPECT TO THE PROJECT.

On motion by A. Meleo, second by L. Bolzner for inducement and final resolution approving real property tax abatement, mortgage recording tax and sales tax exemptions, a roll call vote resulted as follows and the motion carried:

J. Popli	Yea	J. Alloco	Absent
A. Meleo	Yea	R. King	Yea
L. Bolzner	Yea	A. Burr	Yea
T. Milne	Yea		

275 Wiregrass Parkway LLC

275 Wiregrass Parkway LLC, a real estate holding company, is constructing a new 101,000 SF facility on 10+/- acres in Henrietta for its tenant Premier Packaging Corporation. Premier Packing Corporation is a key supplier of paper board packaging to some of the country’s largest digital photo finishing, food packaging, and medical device companies. Premier Packaging also markets and manufactures packaging and printing that utilizes security features, including patented security technologies to protect valuable information from unauthorized scanning, copying, and digital imaging. The \$8.7 million project is expected to create 20 new FTE’s in three years. The applicant is seeking a real property tax abatement, mortgage recording tax and sales tax exemption. The cost benefit ratio is 20:1.

The applicant was represented by Eric Jones from LeFrois Builders & Developers and Bruce Stratton from Premier Packaging. The applicant confirmed awareness of the local labor policy and that exemptions must be requested 45 days in advance, and does not anticipate any local labor exemptions at this time. Ms. Baranello noted comments were made at the public hearing by the Town of Henrietta regarding construction timelines.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY (i) ACKNOWLEDGING THE PUBLIC HEARING HELD BY THE AGENCY ON APRIL 15, 2021, WITH RESPECT TO A CERTAIN PROJECT (THE "PROJECT") BEING UNDERTAKEN BY 275 WIREGRASS PARKWAY LLC (THE "COMPANY"); (ii) MAKING A DETERMINATION WITH RESPECT TO THE PROJECT PURSUANT TO SEQRA; (iii) APPOINTING THE COMPANY AS AGENT OF THE AGENCY; (iv) AUTHORIZING FINANCIAL ASSISTANCE TO THE COMPANY IN THE FORM OF (A) A SALES AND USE TAX EXEMPTION FOR PURCHASES AND RENTALS RELATED TO THE ACQUISITION, CONSTRUCTION AND EQUIPPING OF THE PROJECT, (B) A MORTGAGE RECORDING TAX EXEMPTION AND (C) A REAL PROPERTY TAX ABATEMENT STRUCTURED THROUGH A PAYMENT IN-LIEU-OF-TAX AGREEMENT ("PILOT AGREEMENT"); AND (v) AUTHORIZING THE NEGOTIATION, EXECUTION AND DELIVERY OF A PROJECT AGREEMENT, LEASE AGREEMENT, LEASEBACK AGREEMENT, PILOT AGREEMENT AND RELATED DOCUMENTS WITH RESPECT TO THE PROJECT.

On motion by J. Popli, second by A. Meleo for inducement and final resolution approving real property tax abatement, mortgage recording tax and sales tax exemptions, a roll call vote resulted as follows and the motion carried:

J. Popli	Yea	J. Alloco	Absent
A. Meleo	Yea	R. King	Yea
L. Bolzner	Yea	A. Burr	Yea
T. Milne	Yea		

10 Winthrop Street, LLC

10 Winthrop Street, LLC, a real estate holding company, is purchasing and renovating the building at 10 Winthrop Street in the City of Rochester. The anchor tenant in the building closed several years ago and that portion of the building has remained vacant. The applicant is requesting a custom property tax abatement which is supported by the City of Rochester. RDG+ Partners CPAs, PLLC is proposing to occupy the vacant space. RDG+ plans to relocate 50 FTE’s and create 8 new FTE’s. RDG+ is seeking a sales tax exemption on construction materials, and furniture, fixtures, and equipment. The applicant is seeking a custom real property tax abatement, mortgage recording tax and sales tax exemption. The cost

benefit ratio is 179:1.

The applicant was represented by Dennis Wilmot. The applicant confirmed awareness of the local labor policy and that exemptions must be requested 45 days in advance, and does not anticipate any local labor exemptions at this time.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY (i) ACKNOWLEDGING THE PUBLIC HEARING HELD BY THE AGENCY ON APRIL 15, 2021, WITH RESPECT TO A CERTAIN PROJECT (THE "PROJECT") BEING UNDERTAKEN BY 10 WINTHROP STREET, LLC (THE "COMPANY") AND RDG + PARTNERS CPAS, PLLC (THE "TENANT"); (ii) MAKING A DETERMINATION WITH RESPECT TO THE PROJECT PURSUANT TO SEQRA; (iii) APPOINTING THE COMPANY AND THE TENANT AS AGENTS OF THE AGENCY; (iv) AUTHORIZING FINANCIAL ASSISTANCE TO THE COMPANY AND THE TENANT IN THE FORM OF (A) A SALES AND USE TAX EXEMPTION FOR PURCHASES AND RENTALS RELATED TO THE ACQUISITION, RENOVATION AND EQUIPPING OF THE PROJECT, (B) A MORTGAGE RECORDING TAX EXEMPTION AND (C) A REAL PROPERTY TAX ABATEMENT STRUCTURED THROUGH A PAYMENT-IN-LIEU-OF-TAX AGREEMENT ("PILOT AGREEMENT"); AND (v) AUTHORIZING THE NEGOTIATION, EXECUTION AND DELIVERY OF A PROJECT AGREEMENT, LEASE AGREEMENT, LEASEBACK AGREEMENT, PILOT AGREEMENT AND RELATED DOCUMENTS WITH RESPECT TO THE PROJECT.

On motion by T. Milne, second by L. Bolzner for inducement and final resolution approving a custom real property tax abatement, mortgage recording tax and sales tax exemptions, a roll call vote resulted as follows and the motion carried:

J. Popli	Yea	J. Alloco	Absent
A. Meleo	Yea	R. King	Yea
L. Bolzner	Yea	A. Burr	Yea
T. Milne	Yea		

39 Jet View Drive, LLC

39 Jet View Drive, LLC, a real estate holding company, is constructing a 52,500 sq. ft. building for its tenant Sydor Optics. Sydor Optics is a 57 year old manufacturer of precision optical substrates which are used in many different industries, including aerospace, military, life sciences, semiconductor, entertainment, telecommunications and high power laser labs. Sydor Optics is increasing manufacturing at its current location and needs to relocate its 5,000 sq. ft. warehouse to 39 Jetview Drive. Sydor anticipates creating 8 new jobs in addition to its current 82 FTE's in this two phased project. Total project costs are \$3.1 million. This first phase of the project is \$2.3 million and is seeking a real property tax abatement, mortgage recording tax and sales tax exemption. The cost benefit ratio is 12:1.

The applicant was represented by Jonathan Sydor and Matt Sydor. The applicant confirmed awareness of the local labor policy and that exemptions must be requested 45 days in advance, and does not anticipate any local labor exemptions at this time.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY (i) ACKNOWLEDGING THE PUBLIC HEARING HELD BY THE AGENCY ON APRIL 15, 2021, WITH RESPECT TO A CERTAIN PROJECT (THE

"PROJECT") BEING UNDERTAKEN BY 39 JET VIEW DRIVE, LLC (THE "COMPANY"); (ii) MAKING A DETERMINATION WITH RESPECT TO THE PROJECT PURSUANT TO SEQRA; (iii) APPOINTING THE COMPANY AS AGENT OF THE AGENCY; (iv) AUTHORIZING FINANCIAL ASSISTANCE TO THE COMPANY IN THE FORM OF (A) A SALES AND USE TAX EXEMPTION FOR PURCHASES AND RENTALS RELATED TO THE ACQUISITION, CONSTRUCTION AND EQUIPPING OF THE PROJECT, (B) A MORTGAGE RECORDING TAX EXEMPTION AND (C) A REAL PROPERTY TAX ABATEMENT STRUCTURED THROUGH A PAYMENT-IN-LIEU-OF-TAX AGREEMENT ("PILOT AGREEMENT"); AND (v) AUTHORIZING THE NEGOTIATION, EXECUTION AND DELIVERY OF A PROJECT AGREEMENT, LEASE AGREEMENT, LEASEBACK AGREEMENT, PILOT AGREEMENT AND RELATED DOCUMENTS WITH RESPECT TO THE PROJECT.

On motion by T. Milne, second by R. King for inducement and final resolution approving real property tax abatement, mortgage recording tax and sales tax exemptions, a roll call vote resulted as follows and the motion carried:

J. Popli	Yea	J. Alloco	Absent
A. Meleo	Yea	R. King	Yea
L. Bolzner	Yea	A. Burr	Yea
T. Milne	Yea		

30 West Broad Street, LLC

30 West Broad Street served as Rochester's City Hall for over a century and is included on the National Historic Register. The building is 45% vacant. The building will be converted from the existing commercial office to a mixed use structure with thirty (30) market rate and affordable apartments, preserving and relocating existing tenants within the building. The conversion plan will also create an opportunity zone incubator for small businesses. This project anticipates to create 7 FTE's in addition to the 100 FTE's currently in the building. The \$10.6 million project is seeking sales and mortgage recording tax exemptions. The project will be utilizing the CUE program through the City of Rochester. The cost benefit ratio is 16:1.

The applicant was represented by Joel Barrett. The applicant confirmed awareness of the local labor policy and that exemptions must be requested 45 days in advance, and does not anticipate any local labor exemptions at this time.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY (i) ACKNOWLEDGING THE PUBLIC HEARING HELD BY THE AGENCY ON APRIL 15, 2021, WITH RESPECT TO A CERTAIN PROJECT (THE "PROJECT") BEING UNDERTAKEN BY 30 WEST BROAD STREET, LLC (THE "COMPANY"); (ii) MAKING A DETERMINATION WITH RESPECT TO THE PROJECT PURSUANT TO SEQRA; (iii) APPOINTING THE COMPANY AS AGENT OF THE AGENCY; (iv) AUTHORIZING FINANCIAL ASSISTANCE TO THE COMPANY IN THE FORM OF (A) A SALES AND USE TAX EXEMPTION FOR PURCHASES AND RENTALS RELATED TO THE ACQUISITION, RENOVATION AND EQUIPPING OF THE PROJECT AND (B) A MORTGAGE RECORDING TAX EXEMPTION; AND (v) AUTHORIZE THE NEGOTIATION, EXECUTION AND DELIVERY OF A PROJECT AGREEMENT, LEASE AGREEMENT, LEASEBACK AGREEMENT AND RELATED DOCUMENTS WITH RESPECT TO THE PROJECT.

On motion by R. King, second by J. Popli for inducement and final resolution approving mortgage recording tax and sales tax exemptions, a roll call vote resulted as follows and the motion carried:

J. Popli	Yea	J. Alloco	Absent
A. Meleo	Yea	R. King	Yea
L. Bolzner	Yea	A. Burr	Yea
T. Milne	Yea		

Kodak Light Blocking New Materials, LLC

Kodak Light Blocking New Materials, LLC (Kodak Light) is a newly formed entity by Kodak to further develop the commercialization of proprietary light blocking technologies. The process involves environmentally innovative coating of textiles and has various domestic, military and healthcare applications. Kodak Light proposes to renovate vacant Eastman Business Park buildings in the Town of Greece. The project development will be in 5 phases. This request reflects phases 1 & 2. Kodak Light expects to create 39 FTE's over the next 3 years. The \$4.2 million project is seeking a sales tax exemption on construction materials and other taxable purchases. The benefit to incentive ratio is 103:1

The applicant was represented by Cumar Sreekumar and Tim Douglass. The applicant confirmed awareness of the local labor policy and that exemptions must be requested 45 days in advance, and does not anticipate any local labor exemptions at this time.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY (i) ACKNOWLEDGING THE PUBLIC HEARING HELD BY THE AGENCY ON APRIL 15, 2021, WITH RESPECT TO A CERTAIN PROJECT (THE "PROJECT") BEING UNDERTAKEN BY KODAK LIGHT BLOCKING NEW MATERIALS, LLC (THE "COMPANY"); (ii) MAKING A DETERMINATION WITH RESPECT TO THE PROJECT PURSUANT TO SEQRA; (iii) APPOINTING THE COMPANY AS AGENT OF THE AGENCY; (iv) AUTHORIZING FINANCIAL ASSISTANCE TO THE COMPANY IN THE FORM OF A SALES AND USE TAX EXEMPTION FOR PURCHASES AND RENTALS RELATED TO THE ACQUISITION, RENOVATION AND EQUIPPING OF THE PROJECT; AND (iii) AUTHORIZING THE EXECUTION AND DELIVERY OF A PROJECT AGREEMENT AND RELATED DOCUMENTS.

On motion by L. Bolzner, second by T. Milne for inducement and final resolution approving sales tax exemption, a roll call vote resulted as follows and the motion carried:

J. Popli	Yea	J. Alloco	Absent
A. Meleo	Yea	R. King	Yea
L. Bolzner	Yea	A. Burr	Yea
T. Milne	Yea		

Forge Metal Finishing, Inc.

Forge Metal Finishing, Inc (Forge Metal) a metal finishing company servicing the medical, aerospace, machining and food industries, is constructing a 5,000 sq. ft. addition to their 9,000 sq. ft. production facility in the Town of Gates. The expansion to the facility will align with projected demand. Forge Metal expects to create 7 FTEs over the next 3 years. The \$1.2 million project is seeking a real property tax abatement, mortgage recording tax and sales tax exemptions. The cost benefit ratio is 176:1.

The applicant was represented by Mark Shaw. The applicant confirmed awareness of the local labor policy and that exemptions must be requested 45 days in advance, and does not anticipate any local labor exemptions at this time.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY (i) ACKNOWLEDGING THE PUBLIC HEARING HELD BY THE AGENCY ON APRIL 15, 2021, WITH RESPECT TO A CERTAIN PROJECT (THE "PROJECT") BEING UNDERTAKEN BY FORGE METAL FINISHING, INC. (THE "COMPANY"); (ii) MAKING A DETERMINATION WITH RESPECT TO THE PROJECT PURSUANT TO SEQRA; (iii) APPOINTING THE COMPANY AS AGENT OF THE AGENCY; (iv) AUTHORIZING FINANCIAL ASSISTANCE TO THE COMPANY IN THE FORM OF (A) A SALES AND USE TAX EXEMPTION FOR PURCHASES AND RENTALS RELATED TO THE ACQUISITION, CONSTRUCTION, RENOVATION AND EQUIPPING OF THE PROJECT, (B) A MORTGAGE RECORDING TAX EXEMPTION AND (C) A REAL PROPERTY TAX ABATEMENT STRUCTURED THROUGH A PAYMENT-IN-LIEU-OF-TAX AGREEMENT ("PILOT AGREEMENT"); AND (v) AUTHORIZING THE NEGOTIATION, EXECUTION AND DELIVERY OF

On motion by J. Popli, second by L. Bolzner for inducement and final resolution approving real property tax abatement, mortgage recording tax and sales tax exemptions, a roll call vote resulted as follows and the motion carried:

J. Popli	Yea	J. Alloco	Absent
A. Meleo	Yea	R. King	Yea
L. Bolzner	Yea	A. Burr	Yea
T. Milne	Yea		

Executive Director Liss presented the following project modification for consideration:

Clearwater Organic Farms, LLC- Extension

Ridgeway Properties I, LLC is constructing a new facility for Clearwater Organic Farms, LLC. Clearwater Organic Farms, LLC will utilize hydroponic technology to produce fresh, locally grown, year round organic baby leaf greens to supply markets throughout New York State. The 650,000 square foot facility will be constructed at the Eastman Business Park in Rochester, adjacent to LiDestri Foods. The project will consist of a total investment of \$42.6 million and create 100 FTEs and 7 PTEs. Clearwater is investing \$24.6 Million, and is seeking an extension of the sales tax exemption due to funding delays related to COVID-19.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY (THE "AGENCY") AUTHORIZING THE EXTENSION OF THE SALES AND USE TAX EXEMPTION BENEFITS (AS HEREINAFTER DEFINED) GRANTED TO CLEARWATER ORGANIC FARMS, LLC (THE "COMPANY") THROUGH DECEMBER 31, 2022, AND THE EXECUTION OF RELATED DOCUMENTS.

On motion by T. Milne to approve the resolution, second by A. Meleo, all aye, the motion carried.

Executive Director Liss discussed the upcoming State of the County Address, local labor compliance and the upcoming Governance Committee Meeting.

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There being no further business the regular meeting of the Board was adjourned at 1:46 p.m o motion by J. Popli, second by L. Bolzner, all aye.

Lisa Bolzner, Secretary