

BOARD MEETING AGENDA

August 20, 2024

12:00 p.m. CityPlace Building

- A. Call Meeting to Order
- B. Pledge of Allegiance
- C. Approval of Minutes – July 16, 2024
- D. Public Comments
- E. Local Labor Monitoring Report – July – Kevin Loewke
- F. Local Labor Exemptions Report – July – Brian Lafountain
- G. Financial Report – July - Gregg Genovese
- H. Applications for Consideration
 - 1. Gleason Corporation
- I. Project Modifications
 - 2. Boyatzies, Inc. – Increase and Extension
 - 3. GS Optics, LLC – Increase
 - 4. Hard Road Realty LLC/EEG Parking LLC – Assumption
- J. Governance Committee Report – Jay Popli
 - Updated Mission Statement
- K. Executive Director – Discussion Items
 - YAMTEP, Inc. (Young Adult Manufacturing Training Employment Program) – Workforce Development Fund Request
 - Greater Rochester Enterprise Economic Gardening Program Workforce Development Fund Request
 - NYSDOT PFRAP Grant for Eastman Business Park Rail Upgrades – Resolution
 - Project PILOT modifications - update
 - Dashboard
- L. Chair Burr – Discussion Items
- M. Adjourn Meeting

Next meeting: Tuesday, September 17, 2024



BOARD MEETING MINUTES
July 16, 2024

Time & Place: 12:00 p.m. at City Place

Board Present: A. Burr, N. Jones, L. Bolzner, R. King, T. Milne, J. Alloco

Board Absent: J. Popli

Also Present: A. Liss, A. Clark, K. Loewke, R. Baranello, Esq., Taville Francis, G. Genovese, B. LaFountain

Chair Burr called the meeting to order at 12:00 p.m. and L. Bolzner led the board in the Pledge of Allegiance.

T. Milne requested an addition to the minutes of the June 18, 2024 board meeting. On motion by L. Bolzner, second by T. Milne, all aye, minutes of the June 18, 2024 meeting, with additions as requested by T. Milne, were approved.

T. Milne requested a copy of the directors and officers insurance policy.

Executive Director Liss presented the local labor monitoring report on behalf of K. Loewke for June 2024.

B. Lafountain had no exemptions to report for June 2024. T. Milne raised concerns with the waiver process and waiver granted to Flagship in connection with the fairlife project. T. Milne also stated that there are local construction workers capable of assisting with the scope of work being performed by Flagship. B. Lafountain stated that he was unable to locate email correspondence with T. Milne regarding the Flagship waiver but reiterated that the waiver was warranted. T. Milne and N. Jones discussed the number of out of area workers from Flagship and N. Jones requested that the governance committee review the waiver process.

G. Genovese presented the financial report for June 2024.

80 Lyndon, LLC

80 Lyndon LLC proposes the expansion of the Rochester Ice Center located at 80 Lyndon Rd in the Town of Perinton. The Rochester Ice Center is considered "retail" under section 862 of the General Municipal Law. In order to qualify for benefits, Rochester Ice Center demonstrated that the facility will attract a significant number of visitors from outside the economic development region to train, participate, and spectate at events. The addition of a new 49,000 square foot third rink will serve as the home for numerous youth and collegiate programs including St. John Fisher University's new hockey program and feature amenities for players and fans alike. This \$8.5 million dollar project is expected to create 8 new FTEs over a three year period in addition to 23 current FTEs that will be retained. 80 Lyndon LLC is seeking approval of a real property tax abatement, sales tax exemption, and mortgage recording tax exemption. The benefit/incentive ratio is 6:1.

The applicant was represented by Shawn O'Donnell. The applicant confirmed awareness of the local labor policy and that exemptions must be requested 45 days in advance. The applicant indicated that they

are uncertain if there will be a need for local labor waivers at this time. Mr. O’Donnell indicated that he will be meeting with B. Lafountain to discuss ice surfacing and installation of bleachers. Ms. Baranello stated that there were no comments at the public hearing which was held on July 15, 2024.

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 JULY 15, 2024, WITH RESPECT TO A CERTAIN PROJECT BEING UNDERTAKEN BY 80 LYNDON RD., LLC OR A RELATED ENTITY FORMED OR TO BE FORMED (COLLECTIVELY, 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 PARTIAL 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 R. King, second by L. Bolzner for inducement and final resolution approving a sales tax exemption, partial mortgage recording tax exemption and a partial real property tax abatement, a roll call vote resulted as follows and the motion carried:

J. Popli	Absent	J. Alloco	Absent
L. Bolzner	Yea	R. King	Yea
T. Milne	Nay	A. Burr	Yea
N. Jones	Yea		

Indus Lehigh Station LLC

Indus Lehigh Station LLC proposes the construction of a 53,000 sq ft Towneplace Suites by Marriott hotel in the Town of Henrietta. This unique offering to Monroe County’s hospitality landscape will cater to the demand for quality accommodations arising from tourism and events. This hotel has an arrangement with RIT’s Hospitality Management program and will provide students with hands on experience in the hospitality industry during construction and operation. This facility is considered “retail” under Section 862 of the General Municipal Law. In order to qualify for benefits, Indus has demonstrated that a significant number of patrons from outside the economic development region will travel to the area and stay at the facility. This \$21 million project is expected to create 18.5 new FTEs over the next three years. At this time, the applicant is only requesting a sales tax exemption and mortgage recording tax exemption and plans to apply for a real property tax abatement at a later date. The Benefit/Incentive ratio is 27:1.

The applicant was represented by Jett Mehta. The applicant confirmed awareness of the local labor policy. The applicant indicated that they know of one potential waiver that may be needed in regards to the gycrete flooring as there is no manufacturer in the region. The applicant then acknowledged that exemptions must be requested 45 days in advance. Ms. Baranello stated that there were no comments at the public hearing which was held on July 15, 2024.

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 JULY 15, 2024, WITH RESPECT TO A CERTAIN PROJECT BEING UNDERTAKEN BY INDUS LEHIGH STATION LLC OR A RELATED ENTITY FORMED OR TO BE FORMED (COLLECTIVELY, 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, AND (B) A PARTIAL MORTGAGE RECORDING TAX EXEMPTION; AND (v) AUTHORIZING THE NEGOTIATION, EXECUTION AND DELIVERY OF A PROJECT AGREEMENT, LEASE AGREEMENT, LEASEBACK AGREEMENT AND RELATED DOCUMENTS WITH RESPECT TO THE PROJECT.

On motion by N. Jones, second by R. King, for inducement and final resolution approving a sales tax exemption and a partial mortgage recording tax exemption, a roll call vote resulted as follows and the motion did not carry:

J. Popli	Absent	J. Alloco	Absent
L. Bolzner	Abstain	R. King	Yea
T. Milne	Nay	A. Burr	Yea
N. Jones	Yea		

T. Milne left the meeting.

Executive Director Liss presented the following modifications for consideration:

Ultraphil, LLC – Increase and Extension

Ultraphil LLC, a subsidiary of JCS Process & Controls Inc., received board approval in October 2023 for a sales tax exemption for the renovation of 10,000 sq. ft. in the Sibley Square building in the City of Rochester which included office, warehousing, and R&D space. The applicant is seeking an increase in project costs of \$2,420,338 as costs have increased due to structural modifications needed to accommodate the non-traditional layout of the space and an extension of the sales tax exemption through 12/31/2025. The total project cost is now \$6,383,547 and the new sales tax exemption benefit is \$218,214.

The applicant was represented by John Eaton.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY (THE "AGENCY") AUTHORIZING (i) ADDITIONAL FINANCIAL ASSISTANCE TO ULTRAPHIL LLC (THE "COMPANY") IN AMOUNTS EXCEEDING THE AMOUNTS PREVIOUSLY APPROVED BY THE AGENCY; (ii) THE EXTENSION OF THE SALES TAX EXEMPTION BENEFIT and (iii) THE EXECUTION OF RELATED DOCUMENTS.

On motion by L. Bolzner, second by R. King, all aye, motion carried to approve an increase in project costs and an extension of the sales tax exemption through December 31, 2025.

The Raymond Corporation

The Raymond Corporation, a wholly owned subsidiary of Toyota Industries Corporation located in the Town of Henrietta, received board approval in December 2023 for a sales tax exemption for the renovation of 1565 Jefferson Rd. The applicant is seeking an increase in project costs of \$2,854,000 as project costs have increased due to the decision to increase the scope of renovations to include restrooms, private offices, breakrooms, and customer meeting areas. The total project cost is now \$4,779,000 and the new sales tax exemption is now \$369,120. The applicant is also requesting an extension through December 31, 2025 to accommodate long lead times associated with items included in the project costs.

The applicant was represented by Terry Zimmer, remotely.

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 DECEMBER 14, 2023, WITH RESPECT TO A CERTAIN PROJECT BEING UNDERTAKEN BY THE RAYMOND CORPORATION OR A RELATED ENTITY FORMED OR TO BE FORMED (COLLECTIVELY, THE "COMPANY") AS ITS AGENT TO UNDERTAKE A CERTAIN PROJECT AS MORE FULLY DESCRIBED BELOW; (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 N. Jones, second by R. King, all aye, motion carried to approve an increase in project costs and an extension of the sales tax exemption through December 31, 2025.

120 Marina Drive – Extension

120 Marina Drive, LLC, a real estate holding company, is constructing a 22,000 sq. ft. building for DiPasquale Construction Inc. and related entities. This new location in the Town of Greece will allow all entities to be housed together and will accommodate present and future growth. 120 Marina Drive, LLC was approved for a real property tax abatement, sales tax exemption, and mortgage recording tax exemption in June of 2022. The applicant was previously approved for an increase in project costs and is now seeking an extension of the sales tax exemption through December 31, 2025 as they are in the process of completing a build out on the building's 1st floor to accommodate Burn Boot Camp, a new tenant.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY (THE "AGENCY") AUTHORIZING (i) THE EXTENSION OF THE SALES AND USE TAX EXEMPTION BENEFITS GRANTED TO 120 MARINA DRIVE LLC (THE "COMPANY") THROUGH DECEMBER 31, 2025; (ii) THE SUBLEASE OF A PORTION OF THE FACILITY TO BURN BOOT CAMP; AND THE EXECUTION OF RELATED DOCUMENTS.

On motion by L. Bolzner, second by R. King, all aye, motion carried to approve an extension of the sales tax exemption through December 31, 2025 and a new tenant.

J. Alloco joined the meeting.

Executive Director Liss discussed a PILOT modification for the ACC OP (Park Point) LLC Project. The Rochester Institute of Technology has been leasing the former Barnes and Noble bookstore and now

intends to purchase the building. The sale will result in the removal of the building from the PILOT agreement, however, ACC OP will continue to make payments under the PILOT agreement as if the building were still subject to it. On motion by R. King, second by N. Jones, all aye, motion carried to approve the sale of the former Barnes & Noble building to RIT and the execution and delivery of the Consent and Agreement.

Executive Director Liss introduced Jim Senall from NextCorp to share results from the Embark program and request more time to execute the contract. On motion by L. Bolzner, second by R. King, all aye, motion carried to approve an extension of the contract with NextCorp for the Embark program through December 31, 2024.

Executive Director Liss introduced Pat Gooch from Monroe County Planning and Development to provide a status report on the Monroe County Comprehensive Plan. P. Gooch stated that there is a need to continue the work with the consultant to refocus and realign the efforts to complete the plan. N. Jones commented that he would hopes that the plan will include the topic of education. On motion by L. Bolzner, second by R. King, all aye, motion carried to approve up to \$150,000 to complete the Comprehensive Plan in 2025.

Chair Burr requested that the board reconsider the Indus Lehigh Station LLC project.

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

J. Popli	Absent	J. Alloco	Yea
L. Bolzner	Abstain	R. King	Yea
T. Milne	Absent	A. Burr	Yea
N. Jones	Yea		

J. Alloco noted that he is not in support of a real property tax abatement for this project.

Executive Director Liss reviewed the current dashboard.

There being no further business to discuss, on motion by J. Alloco, second by N. Jones, all aye, the regular meeting of the Board was adjourned at 1:20 p.m.



July 2024 Monthly C.O.M.I.D.A. Report

August 5th 2024,

1. This report covers our site visits between July 1st, 2024 and July 31st, 2024.
2. During this period Loewke Brill made 78 monthly site visits.
3. During this period Loewke Brill made "6" Follow up visits.
4. Loewke Brill checked for residence with 1313 workers.
5. Of those workers, there were "23" non-compliant.
 - a. 11- No proof of residence
 - i. 7/1/24 – Howitt-Paul Road, LLC – U.S. Ceilings -4 No ID. 1 compliant on follow up visit 7/2/24 – 3 off job site
 - ii. 7/22/24 – Jay’s Acquisitions II, LLC – RT Builders – 1 No ID, compliant on follow up 7/23/24
 - iii. 7/25/24 – Gannett Partners I, LLC – CM Armitage – 1 no ID. Colonial Fire – 2 no ID. Finger Lakes Services Group – 2 no ID. All compliant on follow up visit 7/26/24
 - iv. 7/25/24 – Indus Lehigh Station, LLC – Rayburn – 1 no ID (Initial visit), compliant on follow up visit 7/26/24
 - b. 12 – Out of Area
 - i. 7/22/24 – 587, LLC – Madrano Plumbing – 5 out of area. Non-compliant workers still on job site on follow up 7/23/24.
 - ii. 7/23/24 – Sibley Redevelopment II, LP – Henderson Johnson – 7 out of area, off job site on follow up visit 7/24/24
 - c. 0 – Invalid ID

6. There were "3" new COMIDA sign(s) delivered

- a. Sibley Commercial, LLC
- b. Sibley Redevelopment L.P.
- c. Indus Lehigh Station LLC

Big firm capability. Small firm personality.

THE BONADIO GROUP

CPAs, Consultants & More

August 2024 Verified Local Labor Exemption Report

Board Meeting – Aug 2024

The following Verified Local Labor Exemption Requests were processed in July 2024

1. **Clear Choice Building NY, LLC**

- a. One exemption related to the installation of the exterior tile panels at the facility in Rochester. The exemption was based on the “No local labor available / specialized construction ...” criteria. The project is utilizing local tile setter for the installation of the tile panels, but two of the installers possessing the requisite certifications are BAC Local #3 member who reside in Erie County.

COMIDA
Statement of Financial Position

	Year To Date 07/31/2024	Year Ending 12/31/2023
	Actual	Actual
Assets		
Current Assets		
Cash and Cash Equivalents	608,419	5,637,860
Accounts Receivable, Net	34,624	151,709
Prepaid Expenses	7,822	19,901
COMIDA Treasury Investments	16,004,973	12,349,432
Total Current Assets	16,655,838	18,158,902
Long-term Assets		
Property & Equipment	625,000	625,000
Other Long-term Assets	260,511	260,511
Total Long-term Assets	885,511	885,511
Total Assets	17,541,349	19,044,413
Liabilities and Net Assets		
Liabilities		
Short-term Liabilities		
Accounts Payable	128,939	143,283
Accrued Liabilities	426,157	583,763
Other Short-term Liabilities	-	476
Total Short-term Liabilities	555,096	727,522
Long Term Liabilities	335,927	335,926
Total Liabilities	891,023	1,063,448
Net Assets		
Net Assets	17,980,965	15,098,946
Change In Net Assets	(1,330,639)	2,882,019
Total Net Assets	16,650,326	17,980,965
Total Liabilities and Net Assets	17,541,349	19,044,413

Summary Statement of Activities - All Funds with Prior Year

	Year To Date 07/31/2024	Year To Date 07/31/2024	Prior Year To Date 07/31/2023
	Actual	Budget	Actual
Revenue			
Fee Income	306,598	1,458,333	350,540
Interest Income	450,732	204,167	116,602
Total Revenue	757,330	1,662,500	467,142
Expenses			
Payroll	228,134	208,833	166,448
Sponsorships	7,500	-	-
Program & Community Development	1,360,728	2,204,682	884,303
General & Administrative	491,606	434,208	416,100
Total Expenses	2,087,969	2,847,724	1,466,851
Change In Net Assets	(1,330,639)	(1,185,224)	(999,709)



APPLICATION SUMMARY

DATE: August 20, 2024

APPLICANT:

Gleason Corporation
1000 University Ave
Rochester, NY 14607

PROJECT ADDRESS:

1000 University Ave
Rochester, NY 14607

PROJECT SUMMARY:

The Gleason Corporation proposes the renovation of its 700,000 sq ft building originally built in the early 1900s in the City of Rochester. This project involves major plant reconfiguration, improved infrastructure, and significant equipment upgrades. Renovations include HVAC upgrades, roof replacement, restoration of factory floors, creation of new office spaces, and restoration of the exterior building structure. The renovation of Gleason Works Rochester will allow the company to expand their specialized gear services and automation businesses, relocate their plastic gears business from Bergen, NY to support growth, and develop a digital manufacturing solutions platform. These investments will allow The Gleason Corporation to maintain global competitiveness and grow in Rochester while retaining jobs that could have gone elsewhere. This \$17 million project is expected to create 34 new FTEs over the next three years. The applicant is seeking approval of a sales tax exemption. The Benefit/Incentive ratio is 46:1.

PROJECT AMOUNT:

\$17,125,000

EXEMPTIONS:

\$326,567 Sales Tax Exemption

JOBS: EXISTING:

220 FTEs

NEW:

34 FTEs

PUBLIC HEARING DATE:

August 15, 2024

BENEFIT TO INCENTIVE RATIO:

46 : 1

SEQR:

TYPE II ACTION UNDER SEQR SECTION 617.5

ELIGIBILITY:

REHABILITATION OF EXISTING COMMERCIAL BUILDING

APPROVED PURPOSE:

JOB CREATION

County of Monroe Industrial Development Agency

MRB Cost Benefit Calculator



Date August 20, 2024
 Project Title Gleason Works
 Project Location 1000 University Avenue, Rochester, NY 14607

Economic Impacts

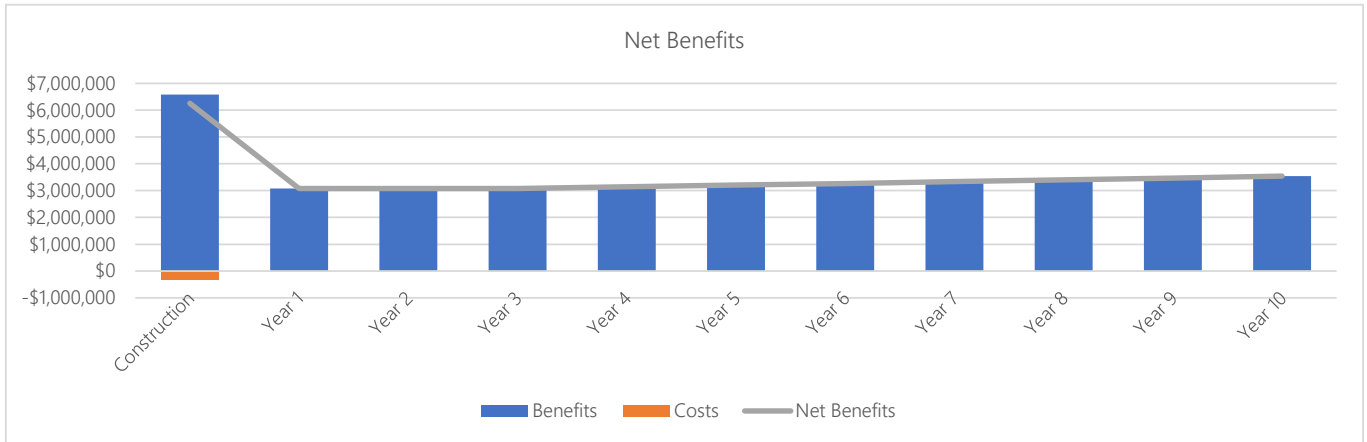
Summary of Economic Impacts over the Life of the PILOT

Project Total Investment
 \$17,125,000

Temporary (Construction)			
	Direct	Indirect	Total
Jobs	85	19	104
Earnings	\$5,232,354	\$985,246	\$6,217,600
Local Spend	\$13,700,000	\$3,379,061	\$17,079,061

Ongoing (Operations)			
Aggregate over life of the PILOT			
	Direct	Indirect	Total
Jobs	34	6	40
Earnings	\$26,986,571	\$3,785,013	\$30,771,584

Figure 1



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

Figure 2

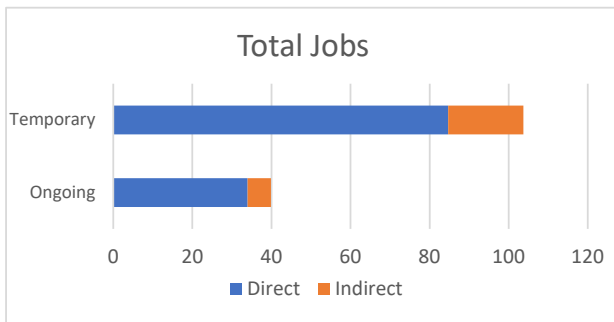
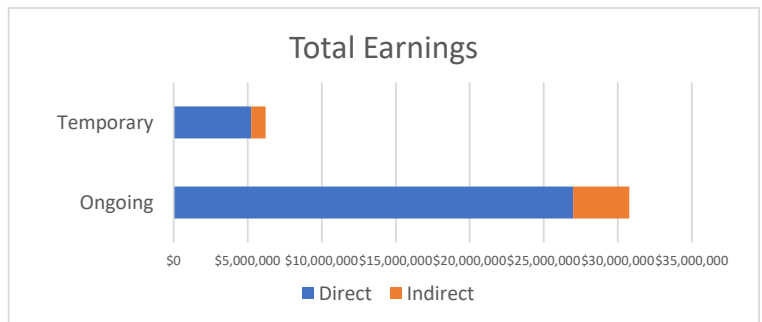


Figure 3



Fiscal Impacts



Cost-Benefit Analysis Tool powered by MRB Group

Estimated Costs of Exemptions

	Nominal Value	Discounted Value*
Property Tax Exemption	\$0	\$0
Sales Tax Exemption	\$326,567	\$326,567
Local Sales Tax Exemption	\$163,284	\$163,284
State Sales Tax Exemption	\$163,284	\$163,284
Mortgage Recording Tax Exemption	\$0	\$0
Local Mortgage Recording Tax Exemption	\$0	\$0
State Mortgage Recording Tax Exemption	\$0	\$0
Total Costs	\$326,567	\$326,567

State and Local Benefits

	Nominal Value	Discounted Value*
Local Benefits	\$37,248,109	\$34,019,019
To Private Individuals	\$36,989,184	\$33,782,541
Temporary Payroll	\$6,217,600	\$6,217,600
Ongoing Payroll	\$30,771,584	\$27,564,941
Other Payments to Private Individuals	\$0	\$0
To the Public	\$258,924	\$236,478
Increase in Property Tax Revenue	\$0	\$0
Temporary Jobs - Sales Tax Revenue	\$43,523	\$43,523
Ongoing Jobs - Sales Tax Revenue	\$215,401	\$192,955
Other Local Municipal Revenue	\$0	\$0
State Benefits	\$1,923,438	\$1,756,692
To the Public	\$1,923,438	\$1,756,692
Temporary Income Tax Revenue	\$279,792	\$279,792
Ongoing Income Tax Revenue	\$1,384,721	\$1,240,422
Temporary Jobs - Sales Tax Revenue	\$43,523	\$43,523
Ongoing Jobs - Sales Tax Revenue	\$215,401	\$192,955
Total Benefits to State & Region	\$39,171,546	\$35,775,711

Benefit to Cost Ratio

	Benefit*	Cost*	Ratio
Local	\$34,019,019	\$163,284	208:1
State	\$1,756,692	\$163,284	11:1
Grand Total	\$35,775,711	\$326,567	110:1

*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

Motion By: _____
Seconded By: _____

RESOLUTION
(Gleason Corporation Project)
OSC Code 2602-24-020A

A regular meeting of the County of Monroe Industrial Development Agency (the "Agency"), was held at the Agency's offices located at 50 West Main Street, Rochester, New York 14614, on August 20, 2024 at 12:00 p.m.

After the meeting had been duly called to order, the Chair announced that among the purposes of the meeting was to consider and take action on certain matters pertaining to a certain Project more particularly described below.

RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY TAKING OFFICIAL ACTION TO APPOINT (i) GLEASON CORPORATION OR A RELATED ENTITY FORMED OR TO BE FORMED (COLLECTIVELY, THE "COMPANY") AS ITS AGENT TO UNDERTAKE A CERTAIN PROJECT AS MORE FULLY DESCRIBED BELOW; (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 (AS DEFINED BELOW).

WHEREAS, by Title I of Article 18-A of the General Municipal Law of the State of New York, as amended and Chapter 55 of the Laws of 1972 of the State of New York (collectively, the "Act"), the Agency was created with the authority and power among other things, to assist with the acquisition of certain industrial development projects as authorized by the Act; and

WHEREAS, **GLEASON CORPORATION**, a Delaware corporation, for itself or an entity formed or to be formed (collectively, the "Company") has requested that the Agency assist with a certain Project (the "Project"), consisting of the renovation, modernization and equipping of an approximately 700,000 square-foot building located at 1000 University Avenue in the City of Rochester, New York 14607 (the "Existing Improvements") including, but not limited to, replacement of selected roof areas, upgrades to the HVAC system, replacement of selected factory floor areas, restoration of exterior building structure, creation and renovation of office space, restroom renovations, customer training center renovation, and improvements to building infrastructure to enable digitalization in both manufacturing and research and development (the "Improvements"); and the acquisition and installation therein, thereon or thereabout of certain machinery, equipment and related personal property (the "Equipment" and, together with the Existing Improvements and the Improvements, the "Facility"); all for use by the Company in its business of the design and manufacture of bevel gear products; and

WHEREAS, the Act authorizes and empowers the Agency to promote, develop, encourage and assist projects such as the Facility and to advance the job opportunities, health, general prosperity and economic welfare of the people of the State of New York; and

WHEREAS, it is contemplated that the Agency will (i) negotiate a project agreement (the "Project Agreement"), pursuant to which the Agency will appoint the Company as its agent for the purpose of undertaking the Project and (ii) provide financial assistance (the "Financial Assistance") to the Company in the form of sales and use tax exemptions for purchases and rentals related to the renovation and equipping of the Facility; and

WHEREAS, pursuant to the New York State Environmental Quality Review Act, Article 8 of the Environmental Conservation Law and the regulations adopted pursuant thereto at 6 N.Y.C.R.R. Part 617, as amended (collectively referred to as "SEQRA"), the Agency must satisfy the applicable requirements set forth in SEQRA, as necessary, prior to making a final determination whether to undertake the Project.

NOW, THEREFORE, BE IT RESOLVED by the County of Monroe Industrial Development Agency as follows:

Section 1. The Company has presented an application in a form acceptable to the Agency. Based upon the representations made by the Company to the Agency in the Company's application and other correspondence submitted by the Company to the Agency, the Agency hereby finds and determines that:

(a) By virtue of the Act, the Agency has been vested with all powers necessary and convenient to carry out and effectuate the purposes and provisions of the Act and to exercise all powers granted to it under the Act; and

(b) The Project constitutes a "project", as such term is defined in the Act; and

(c) It is desirable and in the public interest for the Agency to appoint the Company as its agent for purpose of undertaking the Project; and

(d) The action to be taken by the Agency will induce the Company to undertake the Project, thereby increasing employment opportunities in Monroe County and otherwise furthering the purposes of the Agency as set forth in the Act; and

(e) The Project will not result in the removal of a civic, commercial, industrial, or manufacturing plant of the Company or any other proposed occupant of the Project from one area of the State of New York (the "State") to another area of the State or result in the abandonment of one or more plants or facilities of the Company or any other proposed occupant of the Project located within the State; and the Agency hereby finds that, based on the Company's application, to the extent occupants are relocating from one plant or facility to another, the Project is reasonably necessary to discourage the Project occupants from removing such other plant or facility to a location outside the State and/or is reasonably necessary to preserve the competitive position of the Project occupants in their respective industries; and

(f) Pursuant to SEQRA, the Project constitutes a "Type II Action" as said term is defined in SEQRA, and therefore no further action is required to be taken under SEQRA.

Section 2. The Agency hereby approves the cost/benefit report submitted by the Company listing the proposed cost/benefits of the Project.

Section 3. Subject to the Company executing the Project Agreement and the delivery to the Agency of a binder, certificate or other evidence of liability insurance policy for the Project satisfactory to the Agency, the Agency hereby authorizes the Company to proceed with the equipping of the Facility and hereby appoints the Company as the true and lawful agent of the Agency to equip the Facility, and such appointment includes the following activities as they relate to the completion, use, repair and maintenance of the Facility and the purchase, use, lease, placement, installation, repair, maintenance and replacement of the Equipment, whether or not any materials or supplies described below are incorporated into or become an integral part of the Facility or the Equipment: (i) all purchases, leases, rentals and other uses of tools, machinery and equipment in connection with renovation, equipping, repairing and maintaining the Facility, (ii) all purchases, rentals, uses or consumption of supplies, materials and services of every kind and description in connection with renovation, equipping, repairing and maintaining the Facility, and (iii) all purchases, leases, rentals and uses of equipment, machinery, and other tangible personal property (including installation costs with respect thereto), installed or placed in, upon or under the Facility or the Equipment, including all repairs, maintenance and replacement of all such property. Said agents are authorized to make, execute, acknowledge and deliver any contracts, orders, receipts, writings and instructions, as the stated agents for the Agency, and in general to do all things which may be requisite or proper for completing the Facility, all with the same powers and with the same validity as the Agency could do if acting on its own behalf. As agent of the Agency, the Company is authorized to delegate such agency, in whole or in part, to agents, subagents, contractors, subcontractors, contractors and subcontractors of such agents and subagents and to such other parties as the Company chooses; provided, however, the Project Agreement shall expire on **December 31, 2026** (unless extended for good cause by the Executive Director, Deputy Director, Chairman or Vice Chairman of the Agency).

Section 4. Based upon the representation and warranties made by the Company in its application for financial assistance, the Agency hereby authorizes and approves (i) the Company as its agent, to make purchases of goods and services relating to the Project and that would otherwise be subject to New York State and local sales and use tax in an amount up to **\$4,082,086**, which result in New York State and local sales and use tax exemption benefits ("sales and use tax exemption benefits") not to exceed **\$326,567**. The Agency agrees to consider any requests by the Company for increase to the amount of sales and use tax exemption benefits authorized by the Agency upon being provided with appropriate documentation detailing the additional purchases of property or services.

Section 5. Pursuant to Section 875(3) of the New York General Municipal Law, the Agency may recover or recapture from the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project, any sales and use tax exemption benefits taken or purported to be taken by the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project, if it is determined that: (i) the Company, its agents, consultants, subcontractors, or any other party

authorized to make purchases for the benefit of the Project, is not entitled to the sales and use tax exemption benefits; (ii) the sales and use tax exemption benefits are in excess of the amounts authorized to be taken by the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project; (iii) the sales and use tax exemption benefits are for property or services not authorized by the Agency as part of the Project; or (iv) the sales and use tax exemption benefits are taken in cases where the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project, fails to comply with a material term or condition to use property or services in the manner approved by the Agency in connection with the Project. As a condition precedent of receiving sales and use tax exemption benefits, the Company, its agents, consultants, subcontractors, or any other party authorized to make purchases for the benefit of the Project, shall (i) cooperate with the Agency in its efforts to recover or recapture any sales and use tax exemption benefits, and (ii) promptly pay over any such amounts to the Agency that the Agency demands.

Section 6. The Executive Director, Deputy Director, Chairman or Vice Chairman of the Agency are hereby authorized, on behalf of the Agency, to negotiate the Project Agreement, pursuant to which the Agency will appoint the Company as its agent for the purpose of undertaking the Project.

Section 7. The Executive Director, Deputy Director, Chairman or Vice Chairman of the Agency are hereby authorized and directed for and in the name and on behalf of the Agency to do all acts and things required and to execute and deliver all such certificates, instruments and documents, to pay all such fees, charges and expenses and to do all such further acts and things as may be necessary or, in the opinion of such Executive Director, Deputy Director, Chairman or Vice Chairman of the Agency acting, desirable and proper to effect the purposes of the foregoing resolutions and to cause compliance by the Agency with all of the terms, covenants and provisions of the documents executed for and on behalf of the Agency.

Section 8. This resolution shall take effect immediately.

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The question of the adoption of the foregoing Resolution was duly put to vote on roll call, which resulted as follows:

	<u><i>Yea</i></u>	<u><i>Nay</i></u>	<u><i>Absent</i></u>	<u><i>Abstain</i></u>
Jay Popli				
Troy Milne				
Lisa Bolzner				
Joseph Alloco				
Rhett King				
Norman Jones				
Ann L. Burr				

The Resolutions were thereupon duly adopted.

STATE OF NEW YORK)
COUNTY OF MONROE) ss.:

I, the undersigned Executive Director of the County of Monroe Industrial Development Agency, DO HEREBY CERTIFY:

That I have compared the annexed extract of the minutes of the meeting of the County of Monroe Industrial Development Agency (the "Agency"), including the resolutions contained therein, held on August 20, 2024, with the original thereof on file in my office, and that the same is a true and correct copy of the proceedings of the Agency and of such resolutions set forth therein and of the whole of said original insofar as the same related to the subject matters therein referred to.

I FURTHER CERTIFY that public notice of the time and place of said meeting was duly given to the public and the news media in accordance with Sections 103 and 104 of the New York Public Officers Law (Open Meetings Law) that all members of the Agency had due notice of the meeting and that the meeting was in all respects duly held.

IN WITNESS WHEREOF, I have hereunto set my hand on this 20th day of August, 2024.

Ana J. Liss, Executive Director



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.

Please send completed application via email to 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: Gleason Corporation
 Address: 1000 University Ave
 City/State/Zip: Rochester, NY 14607
 Tax Id No.: 160450130
 Contact Name: Dominick Patriarca
 Title: VP Operations & General Mgr
 Telephone: 585-461-8130
 E-Mail: dpatriarca@gleason.com

B. Applicant's Legal Counsel

Name: Gina Vollmer
 Firm: Gleason Corporation
 Address: 1000 University Ave
 City/State/Zip: Rochester, NY 14607
 Telephone: 585-233-0577
 Email: gvollmer@gleason.com

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

Name	%	Corporate Title
<u>Gleason Corporation</u>	<u>100 %</u>	<u>N/A</u>
_____	_____ %	_____
_____	_____ %	_____
_____	_____ %	_____
_____	_____ %	_____
_____	_____ %	_____
_____	_____ %	_____
_____	_____ %	_____
_____	_____ %	_____
_____	_____ %	_____
_____	_____ %	_____
_____	_____ %	_____
_____	_____ %	_____
_____	_____ %	_____
_____	_____ %	_____

II. PROJECT

A. Address of proposed project facility

Address: 1000 University Ave

Tax Map Parcel Number: 122.21-1-2.001

City/Town/Village: Rochester

School District: Rochester

Zip: 14607

Current Legal Owner of Property:
Gleason Corporation

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: _____

Address: _____

City/State/Zip: _____

Tax ID No: _____

Contact Name: _____

Title: _____

Telephone: _____

Email: _____

% of facility to be occupied by user/tenant _____

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

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

Name	%	Corporate Title
_____	____%	_____
_____	____%	_____
_____	____%	_____
_____	____%	_____

F. Project Timeline

Proposed Date of Acquisition: N/A

Proposed Commencement Date of Construction: Oct 2024

Anticipated Completion Date: Oct 2029

G. Contractor(s)

To be Determined

II. PROJECT (cont'd)

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

NAICS Code: 333157

Today, Gleason Works Rochester (GWR) employs approximately 511 NY State full time employees (FTEs) and operates primarily out of the 1000 University Avenue address. 90+% of these employees are tied to manufacturing related activities. Two thirds of the product Gleason Works Rochester manufactures is exported outside of the US. Its primary global markets are China, Mexico, Italy, Japan and Germany. GWR is the center of excellence in the Company for bevel gear products and accounts for annual revenue of \$135M to 175M.

The GWR facility, constructed in the early 1900s, spans approximately 700,000 square feet, 30% of which is subleased to a mix of manufacturing and commercial businesses. The aging building infrastructure and manufacturing equipment requires significant investment to maintain global competitiveness and grow the business. In recent years, to be market competitive, the Rochester site has transferred products including small hobber spindles, small and medium hobbing machines and quenching machines to other global manufacturing sites. Further product transfers would leave the site with a manufacturing base too small to absorb the associated overhead.

The investment path calls for a proposed \$17M+ multi-year modernization of infrastructure and equipment in the Gleason Works location to allow for:

- Expansion/growth of Specialized Gear Services and Automation businesses
- Relocation of the Plastic Gears business from Bergen, NY to support growth.
- Development of a digital manufacturing solutions platform to showcase how digital manufacturing can advance productivity and quality. This would not only apply to the machines, automation and tooling products we sell to our customers, but would also be utilized in our own factory.
- Long term viability of the Machine, Service Parts and Tooling business operations in the Rochester site including:
 - o Development and production infrastructure for new machine solutions for serving emerging markets including EV's and robotics.
 - o Expansion of our tooling business to a broader line of non-gear applications

Specific investments in the site include:

- Replacement of selected roof areas
- Upgrades to the HVAC system
- Replacement of the factory floor in select areas
- Restoration of exterior building structure
- Creation and renovation of office space to attract and retain employees
- Restroom renovations
- Customer training center renovation
- Networking of the site to enable digitalization in both manufacturing and R&D
- Capital purchase of manufacturing equipment including cranes, machine tools, control upgrades and automation systems.

In summary, the main objectives of the project described above are plant reconfiguration, improved building infrastructure and the replacement of key aged equipment/machinery.

The project will retain 220 jobs, create 34 more and provide additional opportunities to the local supply base.

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.

The required investment is substantial and without financial assistance, the return on investment threshold will not be met.

Evaluating other existing facilities globally.

Assistance is needed to make the project economically viable and competitive with other alternatives.

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

Yes No

Location: Gleason Plastic Gears is currently located in Bergen, NY

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:

The move of the business to the Rochester site will create a competitive advantage and allow it to grow. Today, as a very small standalone business, it does not present well to customers which leads to a lack of confidence in its ability to fulfill larger orders.

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 _____.

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. \$ 3,735,512
- b. Labor b. \$ 3,735,512

Site Work

- c. Materials c. \$ _____
- d. Labor d. \$ _____
- e. Non-Manufacturing Equipment e. \$ _____
- f. Manufacturing Equipment f. \$ 8,562,500
- g. Equipment Furniture and Fixtures g. \$ 245,900
- h. Land and/or Building Purchase h. \$ _____
- i. Soft Costs (Legal, Architect, Engineering) i. \$ 744,900
- Other (specify) j. Relocation j. \$ 100,676
- k. _____ k. \$ _____
- l. _____ l. \$ _____
- m. _____ m. \$ _____

Total Project Costs (must equal Total Sources) \$ 17,125,000

B. Sources of Funds for Project Costs:

- a. Tax-Exempt Industrial Revenue Bond a. \$ _____
- b. Taxable Industrial Revenue Bond b. \$ _____
- c. Bank Financing c. \$ 12,125,000
- d. Public Sources d. \$ 5,000,000

Identify each state and federal grant/credit

- _____ \$ _____
- _____ \$ _____
- _____ \$ _____
- _____ \$ _____

e. Equity \$ _____

TOTAL SOURCES (must equal Total Project Costs) \$ 17,125,000

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

Yes No

If yes, please specify bank, underwriter, etc.

Existing bank financing agreement

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 N/A

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
Gleason Works

A. IDA PILOT Benefits:	
Current Assessment	
Value of New Construction & Renovation Costs	
Estimated New Assessed Value Subject to IDA	\$0
Current Taxes	\$0
Current Taxes Escalator	2%
PILOT Terms - Years	0
County Tax rate/\$1,000	
Local Tax Rate* Tax Rate/\$1,000	
School Tax Rate /\$1,000	
Total Tax Rate	0.00000
B. Sales Tax Exemption Benefit:	
Estimated value of Sales Tax exemption:	\$326,567
Estimated duration of ST exemption:	12/31/2026
C. Mortgage Recording Tax Exemption (MRTE) Benefit:	
Estimated Value of MRTE:	\$0
D. Industrial Revenue Bond Benefit	
IRB inducement amount:	\$0
E. Percentage of Project Costs financed from Public Sector sources:	
Total Value of Incentives:	\$326,567
Project Construction Costs:	\$17,125,000
	1.91%

VII. PROJECTED EMPLOYMENT

Complete for each Applicant or User/Tenant

Company Name: The Gleason Works

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 RETAINED	IF FINANCIAL ASSISTANCE IS GRANTED – project the number of FTE and PTE jobs to be CREATED 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)	220	220	34	34
Part Time (PTE)	0	0	0	0
Total	220	220	34	34

** 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:

Company Name The Gleason Works

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.

DP
Initial **100% Local Labor**
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.**

DP
Initial **Local Labor Market**
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.

DP
Initial **Bid Processing**
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.

DP
Initial **Monitoring**
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.

DP

Signage

Initial

The applicant/contractor/developer of an IDA approved project shall be required to maintain a sign, provided by the Project Monitor, on the project site at all times during construction. This sign shall be located in an area that is accessible to onsite workers and visitors, which should be clear and legible.

DP

Exemption Process

Initial

In some instances, use of 100% local labor may not be possible for any of the following reasons:

- o Warranty issues related to installation of specialized equipment whereby the manufacturer requires installation by only approved installers (a copy of the equipment warranty confirming the use of specific installers must be provided). The granting of an exemption for the use of non-local labor on warranty related grounds is expressly conditioned on either (i) said non-local sub-contractors being enrolled in a New York State certified apprenticeship program (proof of such enrollment shall be provided to the IDA upon request) or (ii) the hiring of an apprentice/apprentices or local construction laborer(s) to assist in the installation.
- o Specialized construction is required and no local contractors or local construction workers have the required skills, certifications or training to perform the work (proof of communication with local contractors, or details of the specialized construction must be provided);
- o Significant cost differentials in bids whereby use of local labor significantly increases the cost of the project. Three (3) bids are required and a cost differential of 25% is deemed significant. Where there is a significant cost differential, that if the local labor contractor agrees to reduce the bid to the average of the two bids, no waiver will be granted. However, if the average is still 25% or more, a waiver will be granted (copies of all bids/proposals received, including pricing, must be provided to confirm cost differential).
- o No local labor available for the project (if local bids were solicited with no response, please provide a copy of the bid, explain how it was advertised, and list who the bids were requested from).

The request to secure an exemption for the use of non-local labor must be received from the applicant on the exemption form provided by the IDA or the 3rd party exemption monitor (the "Exemption Processor") and received by the Exemption Process forty-five (45) days in advance of work commencing. The request will be reviewed by the Exemption Processor and forwarded to the IDA, at which time the IDA's Executive Director shall have the authority to approve or disapprove the exemption. The Exemption Processor shall report each authorized exemption to the Board of Directors at its monthly meeting.

The applicant has read the Labor Policy and agrees to adhere to it without changes and shall require its construction manager, general contractor and sub-contractors who are not exempt to acknowledge the same.

The foregoing terms have been read, reviewed and understood by the Applicant or User/Tenant and all appropriate personnel. Furthermore, the undersigned agrees and understands that the information contained herein must be transmitted and conveyed in a timely fashion to all applicable subcontractors, suppliers and materialman. Furthermore, the undersigned agrees to post and maintain a sign, provided by COMIDA, in a prominent, easily accessible location, identifying the project as a recipient of COMIDA assistance and the local labor requirements associated with this assistance.

Furthermore, the undersigned realizes that failure to abide by the terms herein could result in COMIDA revoking all or any portion of benefits it deems reasonable in its sole discretion for any violation hereof.

The Gleason Works

(APPLICANT COMPANY)

(TENANT COMPANY)

Digitally signed by Dominick Patriarca
DN: OU=The Gleason Works, O=The Gleason Works, CN=Dominick Patriarca, email=D.patriarca@gleason.com
Reason: I am the author of this document
Location:
Date: 2024.03.24 15:20:48-0400'
Foxit PDF Editor Version: 12.1.3
Dominick Patriarca

VP Ops & GM 3/24/2024

Signature

, Title

Date

Signature

, Title

Date

IX. FEES

Transaction Type	Fees
Real Property Tax Abatement (PILOT Agreement) including Sales Tax Exemption* and/or partial Mortgage Recording Tax Exemption.	Application Fee: Non-refundable \$350.00 IDA Fee: 0.75% of the total project cost Legal Fee: 33% of the IDA fee. Minimum fee of \$4,000.
Sales Tax Exemption* and/or Partial Mortgage Recording Tax Exemption	Application Fee: Non-refundable \$350.00 IDA Fee: 0.50% of the total project cost Legal Fee: 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	Application Fee: Non-refundable \$350.00 IDA Fee: 1.25% of the total project cost Legal Fee: 33% of the IDA fee. Designated Bond Counsel fee is based on the complexity and amount of the transaction.
Bond: Taxable or Tax-Exempt	Application Fee: Non-refundable \$350.00 IDA Fee: 1.00% of the total project cost Legal Fee: 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.

(APPLICANT COMPANY)	(TENANT COMPANY)
DOMINICK PATRIARCA VP Ops & GM 7/26/2024	_____ _____ _____
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

Digitally signed by Dominick Patriarca
 DN: cn=Dominick Patriarca, o=COMIDA, ou=COMIDA, email=Dominick.Patriarca@comida.com
 VP Ops & GM 03-24-2024

 Signature , Title Date

 Signature , Title Date





MODIFICATION SUMMARY

DATE: August 20, 2024

APPLICANT: Boyatzies, Inc.
391 Clay Rd.
Rochester, NY 14623

PROJECT LOCATION: 391 Clay Rd.
Rochester, NY 14623

MODIFICATION REQUEST: Boyatzies, Inc. dba Interstate Battery System of Rochester received board approval in September 2023 for a sales tax exemption for fleet upgrades and improvements to their headquarters in the Town of Henrietta. The application is now seeking an increase in project costs of \$124,132 as the original scope did not include necessary equipment upgrades nor an additional truck that needs to be replaced. The total project costs are now \$239,332 and the sales tax exemption is now not to exceed \$19,147. The applicant is also seeking an extension through December 31, 2025 as fleet upgrades are not expected to be made until early 2025.

PROJECT AMOUNT	<u>ORIGINAL</u>	<u>REQUESTED</u>	<u>NEW TOTAL</u>
	\$115,200	\$124,132	\$239,332

Motion By: _____

Seconded By: _____

RESOLUTION

(Boyatziies, Inc. d/b/a Interstate Battery System of Rochester Project Modification)
OSC Project Code 2602-23-020B

A regular meeting of the County of Monroe Industrial Development Agency (the "Agency"), was held at the Agency's offices located at 50 West Main Street, Rochester, New York 14614, on August 20, 2024 at 12:00 p.m.

After the meeting had been duly called to order, the Chair announced that among the purposes of the meeting was to consider and take action on certain matters pertaining to a certain Project more particularly described below.

RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY (THE "AGENCY") AUTHORIZING (i) ADDITIONAL FINANCIAL ASSISTANCE TO BOYATZIES, INC. D/B/A INTERSTATE BATTERY SYSTEM OF ROCHESTER (THE "COMPANY") IN AMOUNTS EXCEEDING THE AMOUNTS PREVIOUSLY APPROVED BY THE AGENCY; (ii) THE PURCHASE OF AN ADDITIONAL VEHICLE; (iii) THE EXTENSION OF THE SALES TAX EXEMPTION BENEFIT and (iv) THE EXECUTION OF RELATED DOCUMENTS.

WHEREAS, by Title I of Article 18-A of the General Municipal Law of the State of New York, as amended and Chapter 55 of the Laws of 1972 of the State of New York (collectively, the "Act"), the Agency was created with the authority and power among other things, to assist with the acquisition of certain industrial development projects as authorized by the Act; and

WHEREAS, by Resolution duly adopted on September 26, 2023, the Agency appointed **BOYATZIES, INC. D/B/A INTERSTATE BATTERY SYSTEM OF ROCHESTER**, a New York corporation, for itself or an entity formed or to be formed (collectively, the "Company"), the true and lawful agent of the Agency to undertake a certain project (the "Project") consisting of: (A) the renovation of the Company's current facility located at 391 Clay Road in the Town of Henrietta, New York 14623 including, but not limited to, repaving the adjacent parking lot and various other landscaping projects (collectively, the "Improvements"); and (B) the purchase of one (1) 2023 Ford F-550 Chassis 4x2 SD Regular Cab with a high-capacity trailer tow package and the acquisition and installation therein, thereon or thereabout of certain machinery, equipment and related personal property (collectively, the "Equipment" and, together with the Improvements, the "Facility"); all for use by technicians for the Company's business as a wholesale distributor of batteries; and

WHEREAS, the Agency previously appointed the Company as its true and lawful agent to make purchases of goods and services relating to the Project that would otherwise be subject to New York State and local sales and use tax in an amount up to \$115,200, which would result in New York State and local sales and use tax exemption benefits not to exceed \$9,216 through December 31, 2024; and

WHEREAS, the Company desires to purchase a 2024 Ford F-550 Chassis 4x2 SD Regular Cab truck; and

WHEREAS, the Company has requested, by Project Modification Request, dated July 24, 2024, that the Agency authorize the Company to make purchases of goods and services relating

to the Project that would otherwise be subject to New York State and local sales and use tax (i) in an amount up to **\$239,332**, which would result in New York State and local Sales and Use Tax Exemption Benefits not to exceed **\$19,147** (as increased, the "Sales and Use Tax Exemption Benefits"); and (ii) the extension of the sales tax exemption benefit through December 31, 2025; and

WHEREAS, the Agency desires to adopt a resolution authorizing (i) the increase in Sales and Use Tax Exemption Benefits; (ii) the extension of the sales tax exemption benefit through December 31, 2025; and the execution and delivery of any documents necessary and incidental thereto.

NOW, THEREFORE, BE IT RESOLVED by the County of Monroe Industrial Development Agency as follows:

Section 1. Based upon the representation and warranties made by the Company in its request, the Agency hereby authorizes and approves (i) the Company, as its agent, to make purchases of goods and services relating to the Project and that would otherwise be subject to New York State and local sales and use tax in an amount up to **\$239,332**, which result in New York State and local Sales and Use Tax Exemption Benefits not to exceed **\$19,147**; and (ii) the extension of the Sales and Use Tax Exemption Benefits through **December 31, 2025**. The Agency agrees to consider any requests by the Company for another extension or an increase to the amount of Sales and Use Tax Exemption Benefits authorized by the Agency upon being provided with appropriate documentation detailing the additional purchases of property or services.

Section 2. The Executive Director, Deputy Director, Chairman or Vice Chairman of the Agency are hereby authorized, on behalf of the Agency, to execute and deliver any agreements, documents or certificates necessary and incidental to providing the Company with the Sales and Use Tax Exemption Benefits and necessary to effectuate the above-described changes with respect to the Facility.

Section 3. The Executive Director, Deputy Director, Chairman or Vice Chairman of the Agency are hereby authorized and directed for and in the name and on behalf of the Agency to do all acts and things required and to execute and deliver all such certificates, instruments and documents, to pay all such fees, charges and expenses and to do all such further acts and things as may be necessary or, in the opinion of such Executive Director, Deputy Director, Chairman or Vice Chairman of the Agency acting, desirable and proper to effect the purposes of the foregoing resolutions and to cause compliance by the Agency with all of the terms, covenants and provisions of the documents executed for and on behalf of the Agency.

Section 4. This resolution shall take effect immediately.

The question of the adoption of the foregoing Resolution was duly put to vote on roll call, which resulted as follows:

	<u><i>Yea</i></u>	<u><i>Nay</i></u>	<u><i>Absent</i></u>	<u><i>Abstain</i></u>
Jay Popli				
Troy Milne				
Lisa Bolzner				
Joseph Alloco				
Rhett King				
Norman Jones				
Ann L. Burr				

The Resolutions were thereupon duly adopted.

STATE OF NEW YORK)
COUNTY OF MONROE) ss.:

I, the undersigned Executive Director of the County of Monroe Industrial Development Agency, DO HEREBY CERTIFY:

That I have compared the annexed extract of the minutes of the meeting of the County of Monroe Industrial Development Agency (the "Agency"), including the resolutions contained therein, held on August 20, 2024, with the original thereof on file in my office, and that the same is a true and correct copy of the proceedings of the Agency and of such resolutions set forth therein and of the whole of said original insofar as the same related to the subject matters therein referred to.

I FURTHER CERTIFY that public notice of the time and place of said meeting was duly given to the public and the news media in accordance with Sections 103 and 104 of the New York Public Officers Law (Open Meetings Law) that all members of the Agency had due notice of the meeting and that the meeting was in all respects duly held.

IN WITNESS WHEREOF, I have hereunto set my hand on this 20th day of August, 2024.

Ana J. Liss, Executive Director

Applicant: _____

Project Address: _____

Contact Name: _____

Contact Company: _____

Contact Address: _____

Contact Email: _____ Contact Phone: _____

Employment in Monroe County: _____

Full Time Part Time As of Date

Modification Requested: Check all that apply. (Attach additional page if necessary). Legal fees apply.
 ***A substantial change in project costs or scope may require a new application. ***

Increase in Project Costs: Must complete page 2. (If there is a significant change in Project Scope, an application will be required.)

Assistance Requested: Check all that apply.

Property Tax Abatement Mortgage Tax Exemption Sales Tax Exemption

Project Cost Information: \$ _____ \$ _____ \$ _____

Original Project Cost Increase in Project Costs New Project Costs

Extend or Renew Sales Tax Exemption: (If exemption date has expired, a \$350 fee applies.)

_____ \$ _____

Current Expiration Date Requested Expiration Date Amount of Exemptions Taken to Date

Reason for Extension:

New Tenant: Include name, business description , and square feet to be occupied.

Applicant hereby represents that (i) it is not in default under any documents executed in connection with the Project being modified; (ii) Applicant will pay all applicable fees of the Agency and its counsel in connection with the modification of the Project.

Signed: Bernadette Boyatzis Date: _____

Print Name and Title: _____

Project Modification Request - Page 2
Required when requesting an Increase in Project Costs

A. Applicant Project Costs	Original/Current Approval	Requested Increase Modification	Revised Approval Requested
Building Construction or Renovation			
a. Materials	\$ _____	\$ _____	\$ _____
b. Labor	\$ _____	\$ _____	\$ _____
Site Work			
c. Materials	\$ _____	\$ _____	\$ _____
d. Labor	\$ _____	\$ _____	\$ _____
e. Non-Manufacturing Equipment	\$ _____	\$ _____	\$ _____
f. Furniture & Fixtures	\$ _____	\$ _____	\$ _____
g. Land and/or Building Purchase	\$ _____	\$ _____	\$ _____
h. Manufacturing Equipment	\$ _____	\$ _____	\$ _____
i. Soft Costs (Legal, Architect, Engineer)	\$ _____	\$ _____	\$ _____
Other Costs (specify)			
j. _____	\$ _____	\$ _____	\$ _____
k. _____	\$ _____	\$ _____	\$ _____
l. _____	\$ _____	\$ _____	\$ _____
m. _____	\$ _____	\$ _____	\$ _____
Total Project Costs	\$ _____	\$ _____	\$ _____
Sources of Funds for Project Costs			
a. Tax Exempt Industrial Revenue Bond	\$ _____	\$ _____	\$ _____
b. Taxable Industrial Revenue Bond	\$ _____	\$ _____	\$ _____
c. Tax Exempt Civic Facility Bond	\$ _____	\$ _____	\$ _____
d. Bank Financing (subject to recording tax)	\$ _____	\$ _____	\$ _____
e. Public Sources	\$ _____	\$ _____	\$ _____
f. Equity	\$ 115,200	\$ _____	\$ 239,332
Total Sources	\$ 115,200	\$ 124,132	\$ 239,332

B. Reason for Increase:

C. Amount of Sale Tax Exemptions Taken to Date: \$ _____



MODIFICATION SUMMARY

DATE: August 20, 2024

APPLICANT:

GS Optics, LLC 408 St. Paul St. Rochester, NY 14605

PROJECT LOCATION:

19-23 Emmett Street, 408 St. Paul St. Rochester, NY 14605
--

MODIFICATION REQUEST:

GS Optics, LLC, a tenant of Germanow-Simon Corp, received board approval in November 2023 for a sales tax exemption for the renovation of a 44,000 sq. ft. building in the City of Rochester. The applicant is seeking an increase in project costs of \$202,000 as the project now includes additional buildout and furnishings. The total project costs are now \$877,000 and the sales tax exemption is now not to exceed \$46,160.
--

PROJECT AMOUNT

<u>ORIGINAL</u>	<u>REQUESTED</u>	<u>NEW TOTAL</u>
\$675,000	\$202,000	\$877,000

Motion By: _____
Seconded By: _____

RESOLUTION
 (GS Optics LLC Project Modification)
 OSC Code 2602-23-030B

A regular meeting of the County of Monroe Industrial Development Agency (the "Agency"), was held at the Agency's Offices located at 50 West Main Street, Rochester, New York 14614, on August 20, 2024, at 12:00 p.m.

After the meeting had been duly called to order, the Chair announced that among the purposes of the meeting was to consider and take action on certain matters pertaining to a certain Project more particularly described below.

RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL
 DEVELOPMENT AGENCY ADDITIONAL FINANCIAL ASSISTANCE TO
 GS OPTICS LLC IN AMOUNTS EXCEEDING THE AMOUNTS
 PREVIOUSLY APPROVED BY THE AGENCY AND THE EXECUTION OF
 RELATED DOCUMENTS.

WHEREAS, by Title I of Article 18-A of the General Municipal Law of the State of New York, as amended and Chapter 55 of the Laws of 1972 of the State of New York (collectively, the "Act"), the Agency was created with the authority and power among other things, to assist with the acquisition of certain industrial development projects as authorized by the Act; and

WHEREAS, by Resolution duly adopted on November 21, 2023, the Agency appointed **GS OPTICS LLC**, a Delaware limited liability company, for itself, or a related entity formed or to be formed (collectively, the "Company") the true and lawful agent of the Agency to undertake a certain Project (the "Project"), consisting of: (A) the renovation of an aggregate approximately 44,000± square feet of space at two (2) buildings located at 408 St. Paul Street and 19-23 Emmett Street, all in the City of Rochester, New York 14605 consisting of, but not limited to, buildouts, replacement of fire escapes and elevator repair (collectively, the "Improvements") and (B) the acquisition and installation therein, thereon or thereabout of certain machinery, equipment and related personal property (the "Equipment" and, together with the Improvements, the "Facility"); for use by the Company in the business of providing photonics engineering and manufacturing solutions for industry, telecoms, aerospace, defense, space and life sciences; and

WHEREAS, the Agency previously appointed the Company as its true and lawful agent to make purchases of goods and services relating to the Project that would otherwise be subject to New York State and local sales and use tax in an amount up to \$475,000, which would result in New York State and local sales and use tax exemption benefits not to exceed \$38,000 through December 31, 2024; and

WHEREAS, pursuant to a certain Project Modification Request, dated July 29, 2024, the Company has notified the Agency that, at the direction of its senior executive team, the Company has added to the original scope of the Project to include additional buildout and furnishings to enhance the customer experience and research and development initiatives and the

Company now requests that the Agency authorize the Company to make purchases of goods and services relating to the Project that would otherwise be subject to New York State and local sales and use tax in an amount of up to **\$577,000**, which would result in New York State and local sales and use tax exemptions not to exceed **\$46,160** (as increased, the "Sales and Use Tax Exemption Benefits"); and

WHEREAS, the Agency desires to adopt a resolution authorizing (i) the purchase of additional trucks and (ii) the increase in Sales and Use Tax Exemption Benefits.

NOW, THEREFORE, BE IT RESOLVED by the County of Monroe Industrial Development Agency as follows:

Section 1. Based upon the representation and warranties made by the Company in its request, the Agency hereby authorizes and approves the Company, as its agent, to continue to make purchases of goods and services relating to the Project, including, but not limited to, additional bucket, forestry and mechanics trucks and aerial devices, and that would otherwise be subject to New York State and local sales and use tax in an amount up to **\$577,000**, which result in New York State and local Sales and Use Tax Exemption Benefits not to exceed **46,160**.

Section 2. The Executive Director, Deputy Director, Chairman or Vice Chairman of the Agency are hereby authorized, on behalf of the Agency, to execute and deliver any agreements, documents or certificates necessary and incidental to providing the Company with an increase of Sales and Use Tax Exemption Benefits.

Section 3. The Executive Director, Deputy Director, Chairman or Vice Chairman of the Agency are hereby authorized and directed for and in the name and on behalf of the Agency to do all acts and things required and to execute and deliver all such certificates, instruments and documents, to pay all such fees, charges and expenses and to do all such further acts and things as may be necessary or, in the opinion of such Executive Director, Deputy Director, Chairman or Vice Chairman of the Agency acting, desirable and proper to effect the purposes of the foregoing resolutions and to cause compliance by the Agency with all of the terms, covenants and provisions of the documents executed for and on behalf of the Agency.

Section 4. This resolution shall take effect immediately.

[Remainder of Page Intentionally Left Blank]

The question of the adoption of the foregoing Resolution was duly put to vote on roll call, which resulted as follows:

	<u><i>Yea</i></u>	<u><i>Nay</i></u>	<u><i>Absent</i></u>	<u><i>Abstain</i></u>
Jay Popli				
Troy Milne				
Lisa Bolzner				
Joseph Alloco				
Rhett King				
Norman Jones				
Ann L. Burr				

The Resolutions were thereupon duly adopted.

STATE OF NEW YORK)
COUNTY OF MONROE) ss.:

I, the undersigned Executive Director of the County of Monroe Industrial Development Agency, DO HEREBY CERTIFY:

That I have compared the annexed extract of the minutes of the meeting of the County of Monroe Industrial Development Agency (the "Agency"), including the resolutions contained therein, held on August 20, 2024, with the original thereof on file in my office, and that the same is a true and correct copy of the proceedings of the Agency and of such resolutions set forth therein and of the whole of said original insofar as the same related to the subject matters therein referred to.

I FURTHER CERTIFY that public notice of the time and place of said meeting was duly given to the public and the news media in accordance with Sections 103 and 104 of the New York Public Officers Law (Open Meetings Law) that all members of the Agency had due notice of the meeting and that the meeting was in all respects duly held.

IN WITNESS WHEREOF, I have hereunto set my hand on this 20th day of August, 2024.

Ana J. Liss, Executive Director

Applicant:	<u>GS Optics, LLC</u>	
Project Address:	<u>19-23 Emmett Street, 408 St. Paul Street, Rochester, NY 14605</u>	
Contact Name:	<u>Annette Cucchiara</u>	
Contact Company:	<u>GS Optics, LLC</u>	
Contact Address:	<u>408 St. Paul Street, Rochester, NY 14605</u>	
Contact Email:	<u>acucchiara@gandh.com</u>	Contact Phone: <u>585.683.0741</u>

Employment in Monroe County:	<u>43</u>	<u>3</u>	<u>6/25/24</u>
	Full Time	Part Time	As of Date

Modification Requested: Check all that apply. (Attach additional page if necessary). Legal fees apply.
 ***A substantial change in project costs or scope may require a new application. ***

Increase in Project Costs: Must complete page 2. (If there is a significant change in Project Scope, an application will be required.)

Assistance Requested: Check all that apply.

Property Tax Abatement
 Mortgage Tax Exemption
 Sales Tax Exemption

Project Cost Information: \$ 675,000 \$ 202,000 \$ 877,000
 Original Project Cost Increase in Project Costs New Project Costs

Extend or Renew Sales Tax Exemption: (If exemption date has expired, a \$350 fee applies.)

_____ _____ \$ _____
 Current Expiration Date Requested Expiration Date Amount of Exemptions Taken to Date

Reason for Extension:

New Tenant: Include name, business description , and square feet to be occupied.

Applicant hereby represents that (i) it is not in default under any documents executed in connection with the Project being modified; (ii) Applicant will pay all applicable fees of the Agency and its counsel in connection with the modification of the Project.

Signed: Annette Cucchiara Date: 7/29/2024

Print Name and Title: Annette Cucchiara, Director of Finance

Staff Use Only:	2/20	
Date Received <u>7/29/2024</u>	Date of Original Approval: <u>11/21/2023</u>	New Code 2602 <u>23 030B</u>

Project Modification Request - Page 2

Required when requesting an Increase in Project Costs

A. Applicant Project Costs	Original/Current Approval	Requested Increase Modification	Revised Approval Requested
Building Construction or Renovation			
a. Materials	\$ 300,000	\$ 102,000	\$ 402,000
b. Labor	\$ 200,000	\$ 100,000	\$ 300,000
Site Work			
c. Materials	\$	\$	\$ 0
d. Labor	\$	\$	\$ 0
e. Non-Manufacturing Equipment	\$	\$	\$ 0
f. Furniture & Fixtures	\$ 25,000	\$	\$ 25,000
g. Land and/or Building Purchase	\$	\$	\$ 0
h. Manufacturing Equipment	\$ 150,000	\$	\$ 150,000
i. Soft Costs (Legal, Architect, Engineer)	\$	\$	\$ 0
Other Costs (specify)			
j. _____	\$	\$	\$ 0
k. _____	\$	\$	\$ 0
l. _____	\$	\$	\$ 0
m. _____	\$	\$	\$ 0
Total Project Costs	\$ 675,000	\$ 202,000	\$ 877,000

Sources of Funds for Project Costs

a. Tax Exempt Industrial Revenue Bond	\$	\$	\$ 0
b. Taxable Industrial Revenue Bond	\$	\$	\$ 0
c. Tax Exempt Civic Facility Bond	\$	\$	\$ 0
d. Bank Financing (subject to recording tax)	\$	\$	\$ 0
e. Public Sources	\$	\$	\$ 0
f. Equity	\$ 675,000	\$ 202,000	\$ 877,000
Total Sources	\$ 675,000	\$ 202,000	\$ 877,000

B. Reason for Increase:

Scope of work change:

Gooch & Housego has relocated G&H ITL (formerly G&H Virginia) to Rochester, New York in an effort to turn the location into the Center of Excellence for its Life Science Division. After construction commenced, the team added onto the original scope at the direction of our senior executive team. We added budget for additional buildout and furnishings to enhance the customer experience and research and development initiatives.

C. Amount of Sale Tax Exemptions Taken to Date: \$ 9,170.00



ASSIGNMENT/ASSUMPTION SUMMARY

DATE: August 20, 2024

APPLICANT:

Assignor:
Hard Road Realty LLC
(LeFrois Development, LLC)
1020 Lehigh Station Road
Henrietta, NY 14467

Assignee:
EEG Parking LLC
263 Wallis Hall
Rochester, NY 14627

PROJECT LOCATION:

875 Hard Road
Webster, NY 14580

ORIGINAL APPROVAL DATE:

March 17, 2022

MODIFICATION REQUEST:

LeFrois Development, LLC constructed a 32,000 square foot building that was leased to the University of Rochester in the Town of Webster. The project was primarily dedicated to Medical and Radiation Oncology services featuring a Linear Accelerator Vault, a unique device used in radiation treatments for patients with cancer that requires special construction as well as an Ophthalmology office and related services. LeFrois provided the building shell and the U of R completed interior renovations. The University of Rochester is purchasing the building through a for-profit LLC and will assume the LeasePlus PILOT agreement.

ORIGINAL PROJECT AMOUNT:

\$7,246,000

Motion By: _____
Seconded By: _____

RESOLUTION

(Assignment of Hard Road Realty LLC Project to EEG Parking LLC)
 OSC Code 2602-24-019A

A regular meeting of the County of Monroe Industrial Development Agency (the "Agency"), was held at the Agency's Offices, 50 West Main Street, Rochester, New York 14614, on August 20, 2024 at 12:00 p.m.

After the meeting had been duly called to order, the Chair announced that among the purposes of the meeting was to consider and take action on certain matters pertaining to a certain Project more particularly described below.

RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY (THE "AGENCY") AUTHORIZING THE ASSIGNMENT BY HARD ROAD REALTY LLC OF CERTAIN FINANCIAL ASSISTANCE AND DOCUMENTS (EACH AS DEFINED BELOW) IN CONNECTION WITH A CERTAIN PROJECT LOCATED AT 875 HARD ROAD IN THE TOWN OF WEBSTER, NEW YORK, TO EEG PARKING LLC; AND THE EXECUTION OF RELATED DOCUMENTS.

WHEREAS, by Title I of Article 18-A of the General Municipal Law of the State of New York, as amended and Chapter 55 of the Laws of 1972 of the State of New York (collectively, the "Act"), the Agency was created with the authority and power among other things, to assist with the acquisition of certain industrial development projects as authorized by the Act; and

WHEREAS, by resolution duly adopted on March 17, 2020, the Agency appointed **HARD ROAD REALTY LLC**, a New York limited liability company ("Assignor"), the true and lawful agent of the Agency to undertake a certain project (the "Project") consisting of: (A) the acquisition of a leasehold interest in an approximately 5.65-acre parcel of land located on Publishers Parkway in the Town of Webster, New York (the "Land"); (B) the construction on the Land of an approximately 32,000± square-foot single-story medical office building and a unique approximately 2,000 square-foot Linear Accelerator vault (collectively, the "Improvements"); and (C) the acquisition and installation therein, thereon or thereabout of certain machinery, equipment and related personal property (the "Equipment" and, together with the Land and the Improvements, the "Facility"); which Facility will be occupied by the University of Rochester with approximately 22,000 square feet of space dedicated to Medical Oncology and Radiation Oncology; and

WHEREAS, the Agency and Assignor executed and delivered (i) a certain Lease Agreement, dated as of January 1, 2021, by and between the Agency and Assignor, pursuant to which Assignor leased the Facility to the Agency (the "Lease Agreement"), a memorandum of which (the "Memorandum of Lease") was recorded in the Monroe County Clerk's Office on February 2, 2021 in Liber 12458 of Deeds, at Page 287; (ii) a certain Leaseback Agreement, dated as of January 1, 2021, by and between the Agency and Assignor, pursuant to which the

Agency leased the Facility back to Assignor (the "Leaseback Agreement"), a memorandum of which was recorded in the Monroe County Clerk's Office on February 2, 2021 in Liber 12458 of Deeds, at Page 283 (the "Memorandum of Leaseback"); and (iii) a certain Payment-In-Lieu-Of-Tax Agreement, dated as of January 1, 2021, by and between the Agency and Assignor (the "PILOT Agreement"); and, together with Lease Agreement and the Leaseback Agreement, the "Documents"); and

WHEREAS, pursuant to the Documents, the Agency provided financial assistance (the "Financial Assistance") to Assignor in the form of (a) sales and use tax exemptions for purchases and rentals related to the acquisition, renovation and equipping of the Facility; (b) a partial mortgage recording tax exemption for financing relating to the Project; and (c) a partial real property tax abatement structured through the PILOT Agreement; and

WHEREAS, by Application for Assumption, dated July 25, 2024, Assignor has requested the Agency's approval of the sale of the Facility and assignment of the Financial Assistance and the Documents to EEG Parking LLC, a New York limited liability company (in said capacity, the "Company"); and

WHEREAS, Assignor and the Company represent that the sale of the Facility to the Company will not in any way change the use of the Facility and that the Facility will continue to constitute a "project" as such quoted term is defined in the Act; and

WHEREAS, the Agency now desires to adopt a resolution: (i) approving the sale of the Facility, (ii) approving the assignment of the Financial Assistance and the Documents to the Company and (iii) approving the execution of any and all documents necessary to effectuate the assignment of the Financial Assistance and the Documents.

NOW, THEREFORE, BE IT RESOLVED by the County of Monroe Industrial Development Agency (a majority of the members thereof affirmatively concurring) as follows:

Section 1. The Agency hereby consents to the sale of Assignor's rights, title and interests in and to the Facility to the Company.

Section 2. The Agency hereby consents to the assignment of the Financial Assistance and the Documents from Assignor to the Company.

Section 3. The Executive Director, Deputy Director, Chairman or Vice Chairman of the Agency is hereby authorized, on behalf of the Agency, to execute and deliver any and all documents necessary to effectuate the above-described assignments and continuation of the Financial Assistance and the Documents with respect to the Facility.

Section 4. This resolution shall take effect immediately.

[Remainder of Page Intentionally Left Blank]

The question of the adoption of the foregoing Resolution was duly put to vote on roll call, which resulted as follows:

	<u><i>Yea</i></u>	<u><i>Nay</i></u>	<u><i>Absent</i></u>	<u><i>Abstain</i></u>
Jay Popli				
Troy Milne				
Lisa Bolzner				
Joseph Alloco				
Rhett King				
Norman Jones				
Ann L. Burr				

The Resolutions were thereupon duly adopted.

STATE OF NEW YORK)
 COUNTY OF MONROE) ss.:

I, the undersigned Executive Director of the County of Monroe Industrial Development Agency, DO HEREBY CERTIFY:

That I have compared the annexed extract of the minutes of the meeting of the County of Monroe Industrial Development Agency (the "Agency"), including the resolutions contained therein, held on August 20, 2024, with the original thereof on file in my office, and that the same is a true and correct copy of the proceedings of the Agency and of such resolutions set forth therein and of the whole of said original insofar as the same related to the subject matters therein referred to.

I FURTHER CERTIFY that public notice of the time and place of said meeting was duly given to the public and the news media in accordance with Sections 103 and 104 of the New York Public Officers Law (Open Meetings Law) that all members of the Agency had due notice of the meeting and that the meeting was in all respects duly held.

IN WITNESS WHEREOF, I have hereunto set my hand on this 20th day of August, 2024.

 Ana J. Liss, Executive Director

New: 2602 24 019 A
old: 2602 20 016 A



COUNTY OF MONROE COMIDA INDUSTRIAL DEVELOPMENT AGENCY

APPLICATION FOR ASSUMPTION

Each applicant seeking assumption of an existing Project must complete this form and provide additional information if requested. A non-refundable application fee of \$350 must be included with this application. Make check payable to COMIDA. If assumption is approved, assumption will require preparation of legal documentation and a fee of \$2,000 plus legal costs.

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 online at www.monroecountyida.org

I. PROJECT

- a. Address 875 Hard Road
 City/State/Zip Webster, New York 14580
 TAX Map No 079.11-1.22
- b. Current Project Owner
Hard Road Realty LLC
- c. Does Applicant contemplate any changes in use or tenancy of the project? YES NO
 If YES, provide information on additional pages.

II. APPLICANT

- a. Name EEG Parking LLC
 Address 263 Wallis Hall
 City/State/Zip Rochester, New York 14627
 TAX ID No 16-0743209
 Contact Name Mark Wright
 Title Senior Counsel
 Telephone # 585-369-6745
 Email mark.wright@rochester.edu
- b. Owners of 20% or more Applicant Company
University of Rochester

- Do any of these owners currently own property within Monroe County New York? YES NO

III. APPLICANT Legal Counsel


Name Jennifer Berrios, Esq.
 Firm University of Rochester
 Address 1300 Clinton Square
 City/State/Zip Rochester, New York 14604
 Telephone # 585-263-1350
 Email jberrios@nixonpeabody.com

IV. CERTIFICATION


Current Project Owner represents that (i) it is not in default under any documents executed in connection with the Project being assigned; (ii) Assignee must agree to assume Current Project Owner's rights, interest, duties, obligations and liability set forth in any documents executed in connection with the Project being assigned; and (iii) Assignee will pay all fees of the Agency and its counsel in connection with the assignment of said Project.

Signed:

Current Project Owner:


 Name, Title Richard LeFrais, President of LeFrais GP Inc., general partner of LeFrais Associates LP, member
 Date 7/25/24

Assignee: EEG Parking LLC


 Name, Title Elizabeth Milavec President
 Date 7/24/2024

County of Monroe Industrial Development Agency Mission Statement

Pursuant to the authority granted by the State of New York, it is the mission of the County of Monroe Industrial Development Agency to advance the job opportunities, health, general prosperity, and economic welfare of the people of Monroe County. This is accomplished by actively working to promote, attract, encourage, and develop economically sound commerce, ~~and~~ industry and housing opportunities. These efforts are undertaken for the purpose of preventing unemployment ~~and~~, economic deterioration and housing instability.

Document comparison by Workshare Compare on Monday, August 12, 2024
11:25:07 AM

Input:	
Document 1 ID	netdocuments://4867-0840-4951/1
Description	2024 Mission Statement (COMIDA)
Document 2 ID	netdocuments://4867-0840-4951/2
Description	2024 Mission Statement (COMIDA)
Rendering set	Standard

Legend:	
Insertion	
Deletion	
Moved from	
<u>Moved to</u>	
Style change	
Format change	
Moved deletion	
Inserted cell	
Deleted cell	
Moved cell	
Split/Merged cell	
Padding cell	

Statistics:	
	Count
Insertions	3
Deletions	3
Moved from	0
Moved to	0
Style changes	0
Format changes	0
Total changes	6



WORKFORCE DEVELOPMENT FUND APPLICATION

COMIDA is proud to support workforce development initiatives to improve access to employment opportunities. Please fill in all information below and attach your program proposal to be considered for support. For questions and submissions, please email Allison Clark at AllisonClark@monroecounty.gov or call (585) 753-2006.

Organization and/or Program Name: YAMTEP, inc. (Young Adult Manufacturing Training Employment Program)

YAMTEP, inc. (Young Adult Manufacturing Training Employment Program)

Contact Name: Tyrone Reaves Contact Phone: 585-739-4383

Contact Email: Tyrone.Reaves@yamtep.com Year program started: 2015

Address: 282 Hollenbeck Street City: Rochester State: NY Zip: 14621

Tax EIN: 47-5000982

Please attach to this page your proposal for program funding. Please note, you must address each of the questions below to be considered for funding

- A brief overview of your program including your program's mission and target audience.
- Who are your other community partners, if any. Please list all funding partners, collaborative partners as well as businesses or industry groups for job placement.
- How your program is directly linked to job creation in Monroe County. Are jobs available for the program participants to be placed into upon completion of the program/training.
- How you plan to measure the success of your program. Performance metrics should include success rates, job placement rates and number of participants. If your program is new, projected metrics should be included.
- Amount of funding requested and how these dollars would be used.
- A copy of the operating budget and statement of financial position (balance sheet).
- Administration and operation of the organization. Please give a basic outline of how the program organizational structure as well as staff duties, org chart and an explanation of internal controls.
- Copy of your most recent audit.

1. **A brief overview of your program including your program’s mission and target audience.**

YAMTEP is an anti-poverty, workforce development and employment initiative leveraging the manufacturing industry “know-how” to provide training with a goal of matching trainees with employers, filling gaps, providing jobs and career pathways. YAMTEP is aimed at providing the chronically unemployed and unskilled with the training needed to secure and maintain employment. The program accepts participants ranging in age from 19 to 60 years old, does not require a high school diploma or equivalent and serves participant demographics who are underemployed or unemployed. YAMTEP also has a high school component where Inner City high school seniors who do not plan to go to college can participate in our program. YAMTEP's goal is to provide a training program that enables transitioning a person in poverty to being financially independent with laser focus on participants being employment ready.

We provide three main core competencies through our adult program, high school program and transportation program. Our adult program is a 3-week curriculum specializing in job readiness, essential skills, CNC training, forklift certification and manufacturing fundamentals. Our high school program has two sessions annually, which includes a 12-week Spring curriculum and a 9-week summer curriculum for seniors seeking guidance in post-graduate opportunities such as workforce entry, higher education or military pathways. Our transportation program is provided for students of both adult and high school participants and is offered at a reduced fee or free of cost, if applicable. Transportation is a bottleneck for equal access to opportunities, especially when public transportation routes are not all encompassing. We coordinate YAMTEP drivers to pick up and drop off students either at the training facility and or job location with 15-passenger seated vans. By giving our students these tools and resources, they are set up for success.

2. **Who are your other community partners, if any. Please list all funding partners, collaborative partners as well as businesses or industry groups for job placement.**

YAMTEP has developed a collective impact training that is based upon community partners, funding partners, and employment partners collaborating with the instructors to provide people living in poverty with the necessary skills to meet the needs of the region's next generation of employers. Our community members range from participant enrollment partners, participant barriers and support partners, training support partners and employer partners. Our participant enrollment partners include City of Rochester, DHS, D.O.C., Rochester Works, PathStone, Veterans Association, and Rochester City School District. YAMTEP’s participant barriers and support partners include City of Rochester, DHS, Rochester Rehab, and PathStone. Training support partners include Wegmans, Lovebeets, McAlphin, WebSeal, Cantel/Steris, Foodlink and Vision Federal Credit Union. YAMTEP now has over sixty employer partners including, U of R, Norterra, Optimax, Alliance Plastics, Product Int., TruForm, JOT, Advantage, Lidestri and Plug Power. YAMTEP staff works with employer partners to assure a good student/employee match with employer partners that have permanent long-term positions. Our funding partners include the City of Rochester, Monroe County, ESL, Ralph Wilson Jr. Foundation and RochesterWorks. YAMTEP will continue to apply for federal, state, local and charitable foundations that support workforce development initiatives.

3. How your program is directly linked to job creation in Monroe County. Are jobs available for the program participants to be placed into upon completion of the program/training.

There is a workforce development need to help close the gap on entry level jobs in the manufacturing industry in Monroe County. Jobs obtained by our training program participants meet the criteria for “good jobs”. Our participants are matched with job placements within companies that enable them to become financially self-sufficient with a livable wage, provides experience for future growth opportunities for salary negotiations and affords them with economic security through acquired transferable skill sets. YAMTEP has had great success, showing sustained results with employers over the 9-year period. We’ve achieved approximately 82% job placement rate for students that completed training. For calendar year 2023, we’ve had 279 students enrolled, 100 dropped and 171 hired. This includes 31 students currently in the process of being hired. The curriculum is designed to develop student’s hard skills, soft skills, and essential workplace readiness skills to bridge employment gaps. The program can be modified to better support career pathing between cohorts. Instructors highlight employees’ growth areas as they progress through the curriculum, while keeping feedback constructive and providing resources or pathways to help students move forward. These might include coaching sessions, mentorship, and internal professional development one on ones. Career pathway discussions between instructors and students include the difference in trajectories both across industries and between individuals. For some students, a career path can be a linear upward trajectory. For others, it may involve lateral moves to gain skills to pivot and explore a different pathway. Students who leave the program gain skills in CNC operation, forklift operation, blueprint reading, and warehouse operations that they can leverage in the job market. Jobs are available for the program participants to be placed into upon completion of the program.

4. How you plan to measure the success of your program. Performance metrics should include success rates, job placement rates and number of participants. If your program is new, projected metrics should be included.

YAMTEP will measure progress made towards these goals by hiring a data analyst to assist with tracking participant and employer success. The data analyst will create a program dashboard or scorecard to capture operational measures as well as identified quality outcomes measures. The program will be evaluated through specific metrics such as total enrollment rate, total participant training completion rate, and total job placement rate vs. continuing education and or military pathway rates. YAMTEP is committed to evaluating the program with the baseline goal of 50% job, college, or military placement for total enrolled participants. YAMTEP will utilize the collective impact model and structure of the RochesterMonroe Anti-Poverty Initiative (RMAPI) to further evaluate the economic impact of the program within the region.

5. Amount of funding requested and how these dollars would be used.

YAMTEP is requesting \$520,000 for the fiscal year 2025. The monies would be used for growth initiatives and enable a student growth plan of 25-50 people per each year of grant support and

would provide critical administrative personnel, instructors, training materials, transportation expenses, training space expenses, marketing/outreach expenses, and high school student stipends. 2 additional 15-passenger vans would be procured to accommodate the growth of the program.

6. A copy of the operating budget and statement of financial position (balance sheet).

See attachment YAMTEP 2023 budget and 3 year proj budget.xlsx



YAMTEP 2023
budget and 3 year pr

7. Administration and operation of the organization. Please give a basic outline of how the program organizational structure as well as staff duties, org chart and an explanation of internal controls.

See attachment YAMTEP COMIDA 2025.pptx



Yamtep Comida
2025.pptx

8. Copy of your most recent audit

See attachment YAMTEP_CHAR500.pdf



YAMTEP_CHAR500.p
df

2023 Expenses:		Projected Expenses 2024, 2025 & 2026		
	2023 Actual	2024	2025	2026
62805 - Transportation				
62747 - Vehical Rental/Lease	\$22,958	\$22,958	\$22,958	\$22,958
ESL grant support of van purchase	\$0	\$160,000	\$160,000	\$160,000
YAMTEP growth plan van purchase	\$0	\$240,000	\$240,000	\$240,000
62845 - Gas	\$29,093	\$58,186	\$87,279	\$87,279
Total 62805 = Transportation	\$52,051	\$481,144	\$510,237	\$510,237
62802 - Employment Services				
YAMTEP OJT support (HS & Young Adult Summer)	\$154,277	\$169,705	\$169,705	\$186,675
YAMTEP BOCES partnership - Stipend support		\$64,620	\$86,220	\$45,540
ESL BOCES partnership - Stipend support		\$84,060	\$136,440	\$71,460
ESL BOCES partnership - Tuition support		\$62,547	\$188,613	\$115,211
YAMTEP BOCES partnership - Tuition support		\$43,942	\$135,529	\$21,686
62802 - Employment Services	\$154,277	\$444,874	\$716,507	\$440,572
65002 Payroll Expenses				
66020 Payroll Processing Fee				
	\$27,283	\$30,011	\$33,012	\$36,314
66010 Payroll Tax Expense				
66011 - Company Fica	\$38,192	\$42,011	\$46,212	\$50,834
66012 - Medicare	\$8,933	\$9,826	\$10,809	\$11,890
66014 - SUI	\$9,535	\$10,489	\$11,537	\$12,691
Total 66010 - Payroll Tax Expenses	\$56,660	\$62,326	\$68,559	\$75,414
66000 - Payroll Expenses (includes, vacation, holiday and sick pay)				
66007 - 401K Employer Match	\$10,499	\$11,549	\$12,704	\$12,704
66001 - Wages	\$611,653	\$672,818	\$740,100	\$740,100
66002 - Vacation	\$1,696	\$1,866	\$2,052	\$2,052
66003 - Holiday	\$2,080	\$2,288	\$2,517	\$2,517
66004 - Sick Pay	\$328	\$361	\$397	\$397
66000 - Payroll Expense - Other	\$6,632	\$7,295	\$8,025	\$8,025
Total Payroll Expenses	\$716,831	\$788,514	\$867,366	\$877,523
62202 - Insurance				
65120 - Insurance - Liability D&O	\$15,849	\$17,434	\$19,177	\$19,177
65990 - Workers Compensation	\$6,726	\$7,399	\$8,138	\$8,138
62202 - Insurance Other	\$1,865	\$2,052	\$2,257	\$2,257
Total 62202 Insurance	\$24,440	\$26,884	\$29,572	\$29,572
60900 - Business Expense				
60910 - Bank Service Charge	\$10	\$10	\$10	\$10
60980 - Membership Dues	\$1,803	\$1,803	\$1,803	\$1,803
60915 - Internet Marketing Services	\$104	\$104	\$104	\$104
60925 - Advertising and Marketing Expense	\$17,525	\$17,525	\$17,525	\$17,525
60930 - Sub Contractors	\$26,933	\$26,933	\$26,933	\$26,933
60900 - Business Expense	\$46,375	\$46,375	\$46,375	\$46,375
62100 - Contract services				
62110 - Accounting Fees	\$17,900	\$17,900	\$17,900	\$17,900
Total 62100 - Contract Services	\$17,900	\$17,900	\$17,900	\$17,900
62800 - Facilities and Equipment				
62835 - New Equipment	\$322,177	\$400,000	\$250,000	\$250,000
62840 - Equipment Rental and Maintenance	\$44,494	\$48,943	\$53,838	\$53,838
62890 - Rent, Utilities and Parking	\$89,990	\$119,687	\$134,985	\$134,985
62895 - Repairs and Maintenance	\$1,094	\$1,094	\$1,094	\$1,094
62899 - Trash	\$25	\$33	\$38	\$38
62990 - Utilities	\$1,510	\$2,008	\$2,265	\$2,265
Total 62800 - Facilities and Equipment	\$459,290	\$571,766	\$442,219	\$442,219
65000 - Operations (includes, supplies, telephone, Admin. Services)				
62880 - Raw Materials	\$11,052	\$14,699	\$16,578	\$16,578
65030 - Training Supplies	\$4,224	\$5,618	\$6,336	\$6,336
65030 - Printing and copying supplier	\$541	\$720	\$812	\$812
65040 - Suppliers	\$354	\$471	\$531	\$531
65050 - Telephone, Telecommunications	\$1,504	\$1,504	\$1,504	\$1,504
Total Operations	\$17,675	\$23,011	\$25,761	\$25,761
January 1, 2023 - December 31, 2023 Total Expense	\$1,488,839	\$2,400,468	\$2,655,936	\$2,390,159

ESL Grant request

ESL Grant request

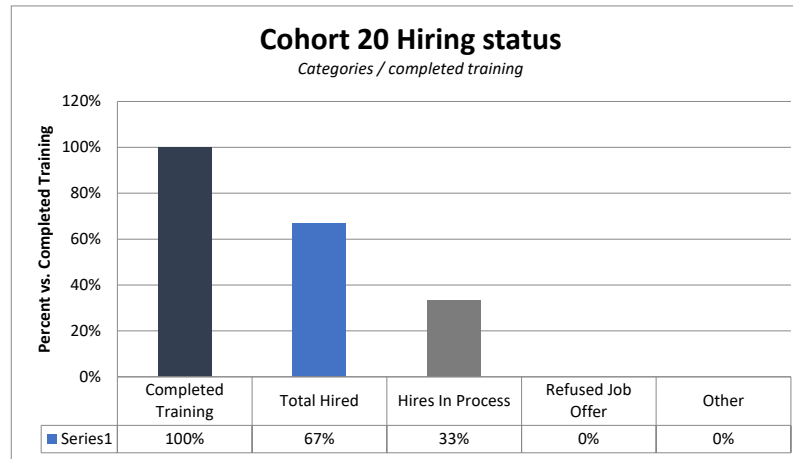
Total ESL Grant Request	
2024 ESL Grant request	\$326,607
2025 ESL Grant Request	\$485,053
2026 ESL Grant Request	\$346,671
3 Year ESL Grant Request	\$1,158,331

Expense Item	Projected Expenses			
	2024	2025	2026	3 Year Total
Transportation	\$481,144	\$510,237	\$510,237	\$1,501,618
Employment Services	\$444,874	\$716,507	\$440,572	\$1,601,953
Payroll Expenses and Insurances	\$815,398	\$896,938	\$907,095	\$2,619,431
Business Expenses and Contract Sevices	\$64,275	\$64,275	\$64,275	\$192,825
Facilities and Equipment	\$571,766	\$442,219	\$442,219	\$1,456,204
Operations	\$23,011	\$25,761	\$25,761	\$74,532
Totals	\$2,400,468	\$2,655,936	\$2,390,159	\$7,446,563

Cohort 20 Summary Report

STATUS	Total	Dropped	Completed Training	Hired	In Process	Refused Job Offer	Other
Total Percentage	100%	40%	60%	67%	33%	0%	0%
Total Count	30	12	18	12	6	0	0

Completed Training	Total Hired	Hires In Process	Refused Job Offer	Other
100%	67%	33%	0%	0%
18	12	6	0	0



Cohort 28 Summary Report

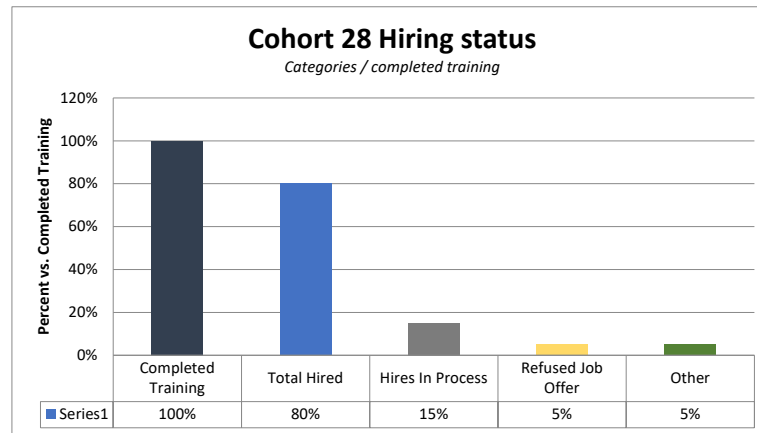
STATUS	Total	Dropped	Completed Training	Hired	In Process	Refused Job Offer	Other
Total Percentage	100%	30%	67%	80%	15%	5%	5%
Total Count	30	9	20	16	3	1	1

Completed Training	Total Hired	Hires In Process	Refused Job Offer	Other
100%	80%	15%	5%	5%
20	16	3	1	1

Notes:

Completed training doesnot include people who "refused jobs", and student that "no show at interviews"

Completed training does include people that could not work du



From: [Christopher Rapp](#)
To: [Clark, Allison](#)
Subject: RE: 2022 invoices
Date: Friday, May 5, 2023 7:56:15 AM
Attachments: [image001.jpg](#)
[image002.jpg](#)
[image003.jpg](#)

CAUTION: This email originated from outside Monroe County systems. Exercise caution when opening attachments or clicking links, especially from unknown senders.

~~~~~

Hi Allison,

Below are success stories you requested.

**Michael S.** graduated from the 2017 YAMTEP cohort and has since gained the necessary skills to not only maintain employment but expand his career pathways by utilizing the information he learned through the program. Post-graduation from the adult program, Michael began working as an operator at a manufacturing facility. Throughout his tenure in this role, he applied the job readiness and essential skills he learned to promote from an operator to a quality inspector. He is now working as a quality manager, overseeing product production from start to finish.

**Samuel C.** graduated from the 2018 YAMTEP cohort and attributes his current career success to the program and his own work ethic. Upon graduating from the program, Samuel began working as an operator at a manufacturing facility in Rochester, NY. Since he's been in role, he has taken on additional responsibility, completed cross-training and job rotation. He is now working as a CNC Machinist and assists in training new YAMTEP students in CNC operations.

**Johnny J.** graduated from the 2017 YAMTEP cohort and has since applied the knowledge he gained from the program to enter the manufacturing industry. He was able to secure full-time employment as a laser and turret operator in Rochester, NY and leverages the soft and hard skills he learned from the adult program on a daily basis. As he continues to build his experience and training, he will be equipped to achieve his long-term career goals.

**From:** Clark, Allison [mailto:AllisonClark@monroecounty.gov]  
**Sent:** Thursday, May 4, 2023 9:29 AM  
**To:** Christopher Rapp  
**Subject:** RE: 2022 invoices

This message was sent securely using Zix<sup>®</sup>

That would be fantastic! Thanks Chris.

I'll look over the invoice and get it submitted.



## REQUEST FOR SUPPORT APPLICATION

We are pleased to be able to collaborate with many innovative and impactful organizations throughout Monroe County to further community prosperity. Please fill in all information below to be considered for program support. For questions and applications submissions please email Allison Clark at [allisonclark@monroecounty.gov](mailto:allisonclark@monroecounty.gov) or call (585) 753-2006.

Organization/Program Name: Greater Rochester Enterprise  
 Contact Name: Matt Hurlbutt Contact Phone: 585-530-6208  
 Contact Email: matt@rochesterbiz.com Year program started: 2012  
 Address: 100 Chestnut Street, Suite 1910 City: Rochester State: NY Zip: 14604

**Please describe your program’s mission and target audience. Use additional pages if necessary.**

Greater Rochester Enterprise (GRE) is a not for profit corporation established to support business attraction and expansion, as well as entrepreneurship and innovation in Monroe County and the surrounding Greater Rochester, NY region.

GRE has worked with the National Center for Economic Gardening and local partners since 2012 to provide an Economic Gardening Program to accelerate the growth of second stage businesses.

Second stage companies are proven job creators. These privately held companies with \$1 million to \$50 million in revenue and 10 to 99 employees account for 15% of companies but 40% of the jobs in the Rochester, New York metropolitan statistical area. They have survived the start-up phase and generally have a small executive staff. The program helps CEOs accelerate their growth by providing them with technical assistance and the information necessary to make strategic decisions regarding new markets, new products, and services to increase revenue.

**What makes your program unique and how will it have an impact on the community in Monroe County?**

The GRE Economic Gardening program fosters business growth by providing technical assistance to companies poised for growth and future expansion. These services include advanced, high-speed software and technical assistance to help small businesses identify qualified sales leads; facilitate targeted marketing using mapping technology; review innovation strategies to identify new markets; maximize the impact of social media; guide search engine optimization; and analyze employee temperament to strengthen management teams and leverage talent.

This unique program can help companies identify new markets to grow revenue and increase profits, as outlined in the attached Economic Gardening Principles document.

Last September, GRE received a 2023 Gold Award of Excellence from the IEDC in the Business Retention and Expansion Initiatives category for the GRE Economic Gardening program. Among 580 award submissions, GRE's program was also noted as a Best in Show nominee. This recognition from IEDC underscores the exceptional work GRE delivers to the Greater Rochester, NY region's businesses.

**How do you plan to measure the success of your program? If this program has been active longer than one program year, please also attach past performance metrics.**

Since 2012, the GRE Economic Gardening program has served 285 businesses, of which 197 have been businesses located in Monroe County. Approximately 25% of Monroe County participating companies are MWBE, which represents 49 companies.

Based on recent survey results, these businesses have collectively realized more than \$767 million of increased revenue and 1,860 new jobs. Also, 99% of CEOs would recommend the program.

In addition, nineteen GRE Economic Gardening companies were named 2023 Rochester Top 100 privately held companies, another indicator of the program’s impact. Companies include: #1 Greenspark Solar, #6 Innovative Solutions, #14 Han-Tek, #16 Waste Harmonics, #29 Sydor Optics, #33 EV Charge Solutions, #34 GP Flooring Solutions, #38 Optimax, #48 ProNexus, #58 Envative, #65 Intivity, #75 Bristol ID Technologies, #84 CE Technologies, #89 RW Lindsay, #90 LMT Technology Solutions, #96 E.E.P. Quality Group, and #98 Tiny Fish Printing.

### How is your program directly linked to job creation in Monroe County?

Many of the companies that participated in the GRE Economic Gardening program since 2012 have announced expansions in Monroe County after program completion. Some recent examples of companies that have announced expansion projects are:

Aurora Machine - \$5M, 15 new jobs

IT Insights - \$300K, 17 new jobs, 7 retained jobs

Karma Sauce - \$1M, 37 new jobs, 10 retained jobs

Tiny Fish - \$2M, 10 new jobs, 44 retained jobs

Weld Works - \$2.3M, 5 new jobs, 5 retained jobs

### How does your program advance the job opportunities, health, general prosperity, and/or economic welfare of the people of Monroe County?

Past GRE Economic Gardening participants have experienced average revenue growth of 30%, thereby enabling these companies to add new jobs in Monroe County. Through the GRE Economic Gardening program, business leaders gain access to new markets, qualified sales leads, and marketing advice to spur business growth and job creation.

According to Chris Gibbons, Founder, National Center for Economic Gardening, "Greater Rochester Enterprise runs one of the premier Economic Gardening programs in the country. The National Center for Economic Gardening has made presentations to Harvard JFK School of Government grad students, and we always use the GRE program as the model."

**Funding is limited, so applicants are encouraged to provide evidence of matching contributions from other sources.**

**Amount of funding requested:**     \$50,000.00    

### Please indicate how these dollars would be used as well as a copy of the operating budget.

GRE requests \$50,000 of support for the GRE Economic Gardening program.

Approximately \$34,000 of this funding would provide strategic research information to help small businesses identify qualified sales leads; facilitate targeted marketing using mapping technology; review innovation strategies to identify new markets; maximize the impact of social media; guide search engine optimization; and analyze employee temperament to strengthen management teams and leverage talent on an hourly basis for 8 Monroe County companies. The average cost is \$4,284 per company.

Approximately \$16,000 of this funding would support GRE professional business development staff support for program recruitment, enrollment, management, and ongoing follow up to support business growth and connection to local resources.

See attached operating budget document.



## Economic Gardening Principles

The great public policy debate of our time has been about creating an economy that works for everyone. Economic Gardening contends that effective public policy is based on understanding how the system works. The three systems in which economic development is embedded are the national economy, the local community and the growth company. Following are the principles and beliefs of Economic Gardening.

### THE NATIONAL ECONOMY

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#### Free enterprise is a complex adaptive system

- Free enterprise was not designed; it is an emergent complex adaptive (biological) system with characteristic signatures.
- Among these are increasing returns and lock in (winners continue to win) and power laws (80/20 rules where a few account for much and many account for a little bit).
- The practical outcome of these signatures is that wealth tends to concentrate. It is a system characteristic, independent of people.
- Capital moves easily from one opportunity to another, and thus gets first call on value created.

#### Commoditization is the cause of poverty

- If products or services are identical (commoditized), then the only differentiator is price.
- If lowest price wins, then management focus is on reducing costs.
- Labor is a major cost item in most companies. Managers look for ways to lower labor cost by finding cheaper labor (non-union, abroad, rural areas) or robots.
- People are poor because they are a commoditized expense in commoditized industries.

#### Innovation is the source of wealth.

- Creating a new value with few or no competitors creates a temporary monopoly.
- Profit margins are temporarily higher because there are no other options.
- New products require the creation of new labor skills which command higher salaries and wages.
- Competitors will try to commoditize the new innovation by replicating it and making it cheaper.
- To maintain a high income over the long run requires constant innovation.
- The national economy has bursts of innovation, followed by consolidating commoditization.

## THE COMMUNITY

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### In any community, the faucet has to run faster than the drain

- A bathtub is an analogy for a local economy, where the water is like the money.
- People in a community buy things from each other, moving water between various compartments (businesses) in the tub.
- The amount of water, however, is constant in the tub (the local market).
- A local market business is always limited by the size of the tub.
- However, some things are sold outside the community, bringing new money in (faucet)
- And some things are purchased from the outside world (e.g. autos), sending money out of the community (drain)
- If the wealth of a community is to grow, the faucet has to run faster than the drain.

### Growing a community's jobs and wealth requires selling innovation to external markets

- Selling to external markets, brings in new money to the community.
- Selling innovation to external markets brings in more money than selling commodities
- Trying to compete by being the lowest cost place to do business drives down the standard of living.
- If other communities have even lower costs, then the cost of labor, land, power, taxes, etc. must be reduced, meaning salaries and wages are driven down. The tax base for essential public services like police, fire and streets is reduced.
- The community gets caught in a race to the bottom and a downward spiral of decreasing returns.

### Stage 2 companies play an outsized role

- Stage 2 companies have proof of market (\$1 million in sales) and proof of management (10 employees).
- Stage 2 companies are beyond survival; they are focused on scaling.
- Stage 2 companies are about 10% of the total and yet account for about 40% of the jobs.
- Stage 2 companies need sophisticated information to make decisions.

## THE COMPANY

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### Increased sales are at the heart of job and income growth.

- Economic development is about creating good jobs and new wealth, which in turn depends on local companies increasing sales.
- Increasing sales requires finding ripe markets and customers that are in volatile environments where change is going on.

### Marketing and selling have changed from “creating motivation” to “finding motivation.”

- Old economy selling was based on cold calling a targeted company profile. The salesperson tried to create a motivation and then convince the prospect his solution was best.
- New economy selling works on the assumption that sales are difficult in stable environments and easier in volatile environments. In stable environments, people are happy with their product and their vendor. Proposing change introduces uncertainty that could go wrong and maybe even damage your career.
- In volatile environments, something has changed to create a motivation to make a purchase. It might be that the company was acquired by another, or a new CEO was hired, or a lawsuit was filed, or a new product was introduced by the competitors, or the existing product/service was getting too expensive to operate or maintain. Some change has motivated the prospective company to start the information search for a better product.
- New economy sales, then, are based on finding those who already have motivation (created by some change). The sales window has opened, and the clock is running.
- Economic Gardening looks for the public signals of volatility, which indicate the potential for higher probability sales calls.

## IN A NUTSHELL

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Economic Gardening gets consistent results because it understands and works within systems across all scales that affect economic development: the economy, the community and the company. The program can be summed up in a single sentence: Help local, stage 2 companies export innovation to customers in volatile environments. That sentence does the following:

- Focuses on innovation wealth creation, not commodity poverty creation
- Keeps the community faucet running faster than the drain
- Focuses on stage 2 companies, the big producer of jobs
- Focuses on high probability sales calls (ripe markets, volatile environments)



## WHY ECONOMIC GARDENING WORKS

Over the years we have had two reactions to Economic Gardening. First, professionals comment that it has more depth, richness, complexity and unexpected elements than one might have guessed on the front end. Many people come into the program thinking it will be a simple business assistance operation (business plans, financial ratios, etc.) to grow local businesses, and they have no idea they will be introduced to complex adaptive systems, commodity traps, Stage 2 companies, temperament, mechanical v. biological systems, public signals of volatility, sales windows, unconsolidated markets and the sophisticated tools like database research, GIS mapping, digital marketing competitor charts, listening posts and network mapping.

The second reaction is the appreciation of how consistently the program produces good outcomes at a very low cost. This is no accident. The high success rate of the program comes from a deep understanding of the economic forces at three scales in our economy: the nation, the community and the company. We based the program on these beliefs:

### THE NATIONAL ECONOMY

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#### Free enterprise is a complex adaptive system

- Free enterprise was not designed; it is an emergent complex adaptive (biological) system with characteristic signatures.
- Among these are increasing returns and lock in (winners continue to win) and power laws (80/20 rules where a few account for much and many account for a little bit).
- The practical outcome of these signatures is that wealth tends to concentrate. It is a system characteristic, independent of people.
- Capital moves easily from one opportunity to another, and thus gets first call on value created.

#### Commoditization is the cause of poverty

- If products or services are identical (commoditized), then the only differentiator is price.
- If lowest price wins, then management focus is on reducing costs.
- Labor is a major cost item in most companies. Managers look for ways to lower labor cost by finding cheaper labor (non-union, abroad, rural areas) or robots.
- People are poor because they are a commoditized expense in commoditized industries.



### **Innovation is the source of wealth.**

- Creating a new value with few or no competitors creates a temporary monopoly.
- Profit margins are temporarily higher because there are no other options.
- New products require the creation of new labor skills which command higher salaries and wages.
- Competitors will try to commoditize the new innovation by replicating it and then making it cheaper.
- To maintain a high income over the long run requires constant innovation.
- The national economy has bursts of innovation, followed by consolidating commoditization.

### **THE COMMUNITY**

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#### **In any community, the faucet has to run faster than the drain**

- A bathtub is an analogy for a local economy, where the water is like the money.
- People in a community buy things from each other, moving water between various compartments (businesses) in the tub.
- The amount of water, however, is constant in the tub (the local market).
- A local market business is always limited by the size of the tub.
- However, some things are sold outside the community, bringing new money in (faucet)
- And some things are purchased from the outside world (e.g. autos), sending money out of the community (drain)
- If the wealth of a community is to grow, the faucet has to run faster than the drain.

#### **Growing a community's jobs and wealth requires selling innovation to external markets**

- Selling to external markets, brings in new money to the community.
- Selling innovation to external markets brings in more money than selling commodities.
- Trying to compete by being the lowest cost place to do business drives down the standard of living.
- If other communities have even lower costs, then the cost of labor, land, power, taxes, etc. must be reduced, meaning salaries and wages are driven down. The tax base for essential public services like police, fire and streets is reduced.
- The community gets caught in a race to the bottom and a downward spiral of decreasing returns.

## **Stage 2 companies play an outsized role**

- Stage 2 companies have proof of market (\$1 million in sales) and proof of management (10 employees).
- Stage 2 companies are beyond survival; they are focused on scaling.
- Stage 2 companies are about 15% of the total and yet account for about 40% of the jobs.
- Stage 2 companies need sophisticated information to make strategic decisions.

## **THE COMPANY**

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### **Increased sales are at the heart of job and income growth.**

- Economic development is about creating good jobs and new wealth, which in turn depends on local companies increasing sales.
- Increasing sales requires finding ripe markets and customers that are in volatile environments where change is going on.

### **Marketing and selling have changed from “creating motivation” to “finding motivation.”**

- Old economy selling was based on cold calling a targeted company profile. The salesperson tried to create a motivation and then convince the prospect his solution was best.
- New economy selling works on the assumption that sales are difficult in stable environments and higher probability in volatile environments. In stable environments, people are happy with their product and their vendor. Proposing change introduces uncertainty that could go wrong and maybe even damage your career.
- In volatile environments, something has changed to create a motivation to make a purchase. It might be that the company was acquired by another, or a new CEO was hired, or a lawsuit was filed, or a new product was introduced by the competitors, or the existing product/service was getting too expensive to operate or maintain. Some change has motivated the prospective company to start the information search for a better product.
- New economy sales, then, are based on finding those who already have motivation (created by some change). The sales window has opened, and the clock is running.
- Economic Gardening looks for the public signals of volatility, which indicate the potential for higher probability sales calls.

## IN A NUTSHELL

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Economic Gardening gets consistent results because it understands and works within all three economic scales that affect economic development: the nation, the community and the company. The program can be summed up in a single sentence: Provide strategic information and frameworks to help local, Stage 2 companies export innovation to customers in volatile environments. That sentence does the following:

- Focuses on wealth creating innovation, not poverty creating commoditization
- Focuses on the community faucet running faster than the drain
- Focuses on Stage 2 companies which are outsized producers of jobs
- Targets ripe markets (growth, disruption, unconsolidated)
- Identifies customers that are in the market, by looking for public signals of volatility
- Uses five strategic frameworks to identify and resolve root problems that prohibit growth

This is why Economic Gardening works.

**GRE Economic Gardening  
Budget Narrative  
COMIDA 2024 Application**

Greater Rochester Enterprise (GRE) is a not-for-profit corporation established to support business attraction and expansion, as well as entrepreneurship and innovation. GRE collaborates with businesses, universities, not for profit organizations and government leaders to ensure a unified approach to regional economic development.

According to the National Center for Economic Gardening and MIT, up to 80% of economic growth comes from the expansion of existing businesses. GRE has worked with the National Center for Economic Gardening since 2012 to provide a regional Economic Gardening Program to accelerate the growth of these businesses.

The first of its kind in New York, the program fosters business growth by providing assistance to companies that are poised for growth. Participating companies have access to advanced, high-speed software and technical assistance to help them identify qualified sales leads; facilitate targeted marketing using mapping; review core strategies for commodity and niche markets; examine use of social media; guide search engine optimization; and analyze employee temperament to strengthen management teams and recruit talent.

Second stage businesses are proven job generators accounting for approximately 15% of companies, but 40% of the jobs in a metropolitan statistical area. They have survived the start-up phase and generally have a small executive staff. The program helps CEOs accelerate their growth by providing them with information to make strategic decisions regarding new markets, new products, strategic alliances, etc.

GRE Economic Gardening is a unique program that will help companies identify new markets to increase profits and hiring. This targeted effort requires significant staff time to identify and contact prospective participants, especially women and minority-owned firms.

Since 2012, the GRE Economic Gardening program has served 285 businesses. GRE surveys companies that have completed the program. Collectively, these companies have created 1,860 new jobs and increased revenue by more than \$767 million since participating in the program. In addition, approximately 99% of participants would recommend this program to other CEOs.

The GRE Economic Gardening program also drives business expansion projects throughout the region. Many past participants have worked with GRE to expand their business in the region, including but not limited to Aurora Machine, IT Insights, Karma Sauce, Tiny Fish, and Weld Works.

Last September, GRE received a 2023 Gold Award of Excellence from the International Economic Development Council (IEDC) in the Business Retention and Expansion Initiatives category for the GRE Economic Gardening program. Among 580 award submissions, GRE's program was also noted as a Best in Show nominee. This recognition from IEDC underscores the exceptional work GRE delivers to the Greater Rochester, NY region's businesses.

GRE is requesting \$50,000 of support to sustain this important small business growth program. The support provided through COMIDA also allows GRE to focus on serving more minority and women owned firms through this unique program.

### **GRE Economic Gardening Program Budget for COMIDA 2024 Estimate**

| <b>Categories Supported by COMIDA Funding</b>                                                                              | <b>Estimated Amount</b> |
|----------------------------------------------------------------------------------------------------------------------------|-------------------------|
| Strategic Research support is provided on an hourly basis for 8 Monroe County companies.(estimated at \$4,284 per company) | \$34,000                |
| Personnel allocated to support business outreach, program management, reporting and follow-up.                             | \$16,000                |
| <b>COMIDA Total Contribution</b>                                                                                           | <b>\$50,000</b>         |

### **Total GRE Economic Gardening Program Budget**

| <b>GRE Economic Gardening Total Program Costs</b>                                                                                                       | <b>Estimated Amount</b> |
|---------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------|
| National Center for Economic Gardening<br>30 Companies per year at an estimated cost of \$4,284 each<br>Strategic Research Information for each company | \$128,520               |
| Program Management & Outreach                                                                                                                           | \$193,980               |
| Program Marketing & Support                                                                                                                             | \$12,500                |
| <b>Total Program Cost</b>                                                                                                                               | <b>\$335,000</b>        |
|                                                                                                                                                         |                         |
| <b>GRE Economic Gardening Program Funding - estimate</b>                                                                                                |                         |
| William and Sheila Konar Foundation                                                                                                                     | \$100,000               |
| County of Monroe Industrial Development Agency                                                                                                          | \$50,000*               |
| Monroe County Industrial Development Corporation                                                                                                        | \$50,000*               |
| Rochester Area Community Foundation                                                                                                                     | \$20,000                |
| ESL Charitable Foundation                                                                                                                               | \$115,000               |
| <b>Total Program Support</b>                                                                                                                            | <b>\$335,000</b>        |

\*Funding not secured.

**Motion By:** \_\_\_\_\_  
**Seconded By:** \_\_\_\_\_

## **RESOLUTION**

(Eastman Kodak Company Railroad Project)

A regular meeting of the County of Monroe Industrial Development Agency (the "Agency"), was held at the Agency's Offices, 50 West Main Street, Rochester, New York 14614, on August 20, 2024, at 12:00 p.m.

After the meeting had been duly called to order, the Chair announced that among the purposes of the meeting was to consider and take action on certain matters pertaining to a certain Project more particularly described below.

### RESOLUTION NAMING THE PERSONS AUTHORIZED TO ACCESS THE NEW YORK STATE DEPARTMENT OF TRANSPORTATION'S EQUITABLE BUSINESS OPPORTUNITIES SYSTEM.

WHEREAS, by Title I of Article 18-A of the General Municipal Law of the State of New York, as amended and Chapter 55 of the Laws of 1972 of the State of New York (collectively, the "Act"), the Agency was created with the authority and power among other things, to assist with the acquisition of certain industrial development projects as authorized by the Act; and

WHEREAS, the Eastman Kodak Company Railroad Project, Project Identification Number 4936.36.301 (the "Project") has been awarded \$3,000,000 through the Passenger and Freight Rail Assistance Program for the payment of New York State's share of eligible Project costs in accordance with the provisions of Section 14 of the New York State Transportation Law, as administered by the NYS Department of Transportation (the "NYSDOT"); and

WHEREAS, the NYSDOT has implemented a web-based reporting system called the Equitable Business Opportunities System (the "EBO System") and requires that the Agency name authorized administrators to access and use the EBO System.

NOW THEREFORE BE IT RESOLVED, by the County of Monroe Industrial Development Agency as follows:

Section 1. The Executive Director, Deputy Director, Director of Operations and Project Manager of the Agency are hereby named the administrators authorized to access the EBO System and to execute all necessary agreements, certifications or reimbursement requests for NYSDOT funding in connection with the advancement or approval of the Project and providing for the administration of the Project.

Section 2. A certified copy of this resolution shall be filed with the New York State Commissioner of Transportation by attaching it to any necessary agreement in connection with the Project.

Section 3. This Resolution shall take effect immediately.

*[Remainder of Page Intentionally Left Blank]*



The question of the adoption of the foregoing Resolution was duly put to vote on roll call, which resulted as follows:

|               | <u><i>Yea</i></u> | <u><i>Nay</i></u> | <u><i>Absent</i></u> | <u><i>Abstain</i></u> |
|---------------|-------------------|-------------------|----------------------|-----------------------|
| Jay Popli     |                   |                   |                      |                       |
| Troy Milne    |                   |                   |                      |                       |
| Lisa Bolzner  |                   |                   |                      |                       |
| Joseph Alloco |                   |                   |                      |                       |
| Rhett King    |                   |                   |                      |                       |
| Norman Jones  |                   |                   |                      |                       |
| Ann L. Burr   |                   |                   |                      |                       |

The resolution was thereupon declared duly adopted.

STATE OF NEW YORK )  
COUNTY OF MONROE ) ss.:

I, the undersigned Executive Director of the County of Monroe Industrial Development Agency, DO HEREBY CERTIFY:

That I have compared the annexed extract of the minutes of the meeting of the County of Monroe Industrial Development Agency (the "Agency"), including the resolutions contained therein, held on August 20, 2024, with the original thereof on file in my office, and that the same is a true and correct copy of the proceedings of the Agency and of such resolutions set forth therein and of the whole of said original insofar as the same related to the subject matters therein referred to.

I FURTHER CERTIFY that public notice of the time and place of said meeting was duly given to the public and the news media in accordance with Sections 103 and 104 of the New York Public Officers Law (Open Meetings Law) that all members of the Agency had due notice of the meeting and that the meeting was in all respects duly held.

IN WITNESS WHEREOF, I have hereunto set my hand on this 20<sup>th</sup> day of August, 2024.

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Ana J. Liss, Executive Director



COUNTY OF MONROE  
**COMIDA**  
 INDUSTRIAL DEVELOPMENT AGENCY

## Dashboard

August 2024

| Incentives Summary   |                |                                  |                |              |                |                          |                 |
|----------------------|----------------|----------------------------------|----------------|--------------|----------------|--------------------------|-----------------|
| Sales Tax Exemptions |                | Mortgage Recording Tax Exemption |                | PILOTS       |                | Total Company Investment |                 |
| Year To Date         | Prior Year End | Year To Date                     | Prior Year End | Year To Date | Prior Year End | Year To Date             | Prior Year End  |
| 16                   | 30             | 10                               | 12             | 9            | 12             | \$207,005,448            | \$1,151,621,436 |

| Jobs Summary             |                |                                        |                |                                 |                |                    |                |
|--------------------------|----------------|----------------------------------------|----------------|---------------------------------|----------------|--------------------|----------------|
| Number of Total Projects |                | Existing Jobs Retained per Application |                | New Jobs Projected by Applicant |                | New Jobs Required* |                |
| Year To Date             | Prior Year End | Year To Date                           | Prior Year End | Year To Date                    | Prior Year End | Year To Date       | Prior Year End |
| 16                       | 27             | 803                                    | 321            | 471                             | 494            | 157                | 119            |

| Fees for Approved Projects (includes all app and agency fees) |                  |                   |                  |                   |                  |
|---------------------------------------------------------------|------------------|-------------------|------------------|-------------------|------------------|
| Total                                                         |                  | Paid to Date      |                  | Outstanding       |                  |
| 2024 Projects YTD                                             | 2023 Projects YE | 2024 Projects YTD | 2023 Projects YE | 2024 Projects YTD | 2023 Projects YE |
| \$1,407,776                                                   | \$10,158,340     | \$110,423         | \$5,654,943      | \$1,297,353       | \$4,503,397      |

| Workforce Development Fund    |             |                 |             |              |             |
|-------------------------------|-------------|-----------------|-------------|--------------|-------------|
| Beginning Balance \$2,500,000 |             |                 |             |              |             |
| Allocated Fee income          |             | Committed Funds |             | Fund Balance |             |
| 2024 YTD                      | 2023 YE     | 2024 YTD        | 2023 YE     | 2024 YTD     | 2023 YE     |
| \$30,659                      | \$1,774,162 | \$1,205,000     | \$2,970,000 | \$1,355,479  | \$1,304,162 |

| Solar WD Fund         |                        |                   |          |
|-----------------------|------------------------|-------------------|----------|
| Fees Approved to Date | Fees Collected to Date | Allocated to Date | Balance  |
| \$75,000              | \$50,000               | \$0               | \$50,000 |

\*Required jobs are calculated as 10% of the existing jobs, with a minimum of 1 job. Enhanced JobsPlus is 100 jobs with a minimum of \$15,000,000 investment. There is no job creation requirement for projects that only receive sales tax exemptions.