



COUNTY OF MONROE
COMIDA
INDUSTRIAL DEVELOPMENT AGENCY

BOARD MEETING MINUTES
September 23, 2025

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

Board Present: T. Tolefree, R. King, N. Jones, L. Bolzner, R. Ryerse, B. Hickey

Also Present: A. Liss, A. Clark, R. Finnerty, G. Genovese, C. Loewke, R. Baranello, Esq.

Chair Tolefree called the meeting to order at 12:03 p.m. and L. Bolzner led the board in the Pledge of Allegiance.

On motion by N. Jones, second by B. Hickey, all aye, minutes of the August 19, 2025 meeting were approved.

C. Loewke presented the local labor monitoring report for August 2025.

C. Loewke presented the local labor exemption report for August 2025.

G. Genovese presented the financial report for August 2025.

Executive Director Liss presented the following project for consideration:

IT Insights of Rochester

IT Insights of Rochester is planning to relocate to and renovate 5,000 square feet of office space located at 339 East Ave in the City of Rochester. IT Insights, a provider of managed IT services, proposes a complete buildout including setup and furnishing of offices, breakroom facilities, conference rooms, and cubicles to accommodate the addition of new positions. IT Insights plans to create 16 FTEs in addition to its existing 11 FTEs. The \$230,000 project is seeking a sales tax exemption through the small business sales tax exemption program. The cost benefit ratio is 831:1

The applicant was represented by Chris Sirianni, President, and Brittany Abrams. The applicant confirmed awareness of the local labor policy and that exemptions must be requested 45 days in advance. The applicant does not anticipate local labor exemptions.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY (i) APPOINTING IT INSIGHTS OF ROCHESTER LLC, OR A RELATED ENTITY FORMED OR TO BE FORMED (COLLECTIVELY, THE "COMPANY") AS ITS AGENT TO UNDERTAKE A CERTAIN PROJECT; (ii) MAKING A DETERMINATION WITH RESPECT TO THE PROJECT PURSUANT TO SEQRA; (iii) APPOINTING THE COMPANY AS AGENT OF THE AGENCY; (iv) AUTHORIZING FINANCIAL ASSISTANCE TO THE COMPANY IN THE FORM OF A SALES AND USE TAX EXEMPTION FOR PURCHASES AND RENTALS RELATED TO THE PROJECT; AND (v) AUTHORIZING THE EXECUTION AND DELIVERY OF A PROJECT AGREEMENT AND RELATED DOCUMENTS.

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

T. Tolefree	Abstain	R. King	Yea
L. Bolzner	Yea	B. Hickey	Yea
N. Jones	Yea	R. Ryerse	Abstain

Executive Director Liss presented the following modifications for consideration:

The Marketplace Mall – PILOT Modification

The Marketplace has requested that the Agency amend the PILOT Agreement payment schedule with respect to the 2026 Town of Henrietta and Monroe County tax year and the 2025-2026 Rush-Henrietta Central School District tax year for all of the parcels that comprise the site. The Town and School District have each granted their respective support of the Agency and the Marketplace to amend and modify the terms of the PILOT agreement.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY AUTHORIZING THE MODIFICATION OF THE EXISTING PAYMENT-IN-LIEU-OF-TAX AGREEMENT, DATED AS OF FEBRUARY 1, 2014, BY AND BETWEEN THE AGENCY AND THE MARKETPLACE WITH RESPECT TO THE PAYMENT SCHEDULE THEREUNDER AND THE EXECUTION AND DELIVERY OF CERTAIN DOCUMENTS IN CONNECTION THEREWITH.

On motion by N. Jones, second by R. King, all aye, motion carried to modify the PILOT payment for the 2026 County and Town tax year and the 2025/2026 School tax year.

Executive Director Liss introduced a marketing opportunity at the Camp Good Days & Special Times Courage Bowl Event. On motion by N. Jones, second by R. Ryerse, all aye, motion carried to authorize a payment of \$10,000 to Camp Good Days and Special Times for marketing at and supporting the 2025 Courage Bowl on October 5th.

Executive Director Liss introduced a marketing opportunity at the Genesee Country Village & Museum Agricultural Fair. On motion by T. Tolefree, second by B. Hickey, all aye, motion carried to authorize a payment of \$5,000 for marketing and supporting the Farmers' Market Tent at the Genesee Country Village & Museum for the 2025 Agricultural Fair on October 4-5, 2025.

Executive Director Liss introduced Matt Hurlbutt from Greater Rochester Enterprise Economic Gardening Program to provide a program update and review the new request. On motion by R. King, second by B. Hickey, abstention by R. Ryerse, motion carried to approve the execution and delivery of a contract with the Greater Rochester Enterprise for the Economic Gardening program in an amount not to exceed \$50,000 for one year.

Executive Director Liss introduced Anna Vulaj Fitzsimmons, Program Director (on Zoom) of Monroe County Upstate New York Apex Accelerator who presented the annual APEX performance report and the request for funding for the 2026-2027 program year. On motion by R. King, second by R. Ryerse, all aye, motion carried to approve funding in the amount not to exceed \$145,000 for fiscal year 2026/2027.

Executive Director Liss acknowledged the need of a Board Chair due to Ann's resignation and to fill vacancies on the committees.

On motion by R. King, second by R. Ryerse, all aye, motion carried to appoint Truman Tolefree as Board Chair and Norman Jones as Vice Chair.

On motion by R. Ryerse, second by N. Jones, all aye, motion carried to appoint Brian Hickey to the Compliance Committee and Truman Tolefree to the Finance and Audit Committees.

Chair Tolefree recommended that the board utilize paper-free board packets via tablets.

There being no further business to discuss, on motion by T. Tolefree, second by B. Hickey, all aye, the regular meeting of the Board was adjourned at 1:05 p.m.