



COUNTY OF MONROE
COMIDA
INDUSTRIAL DEVELOPMENT AGENCY

BOARD MEETING MINUTES
November 21, 2023

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

Board Present: A. Burr, N. Jones, J. Popli, L. Bolzner, R. King

Board Absent: T. Milne, J. Alloco

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

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

On motion by J. Popli, second by R. King, all aye, minutes of the October 17, 2023 meeting were approved.

K. Loewke presented the local labor monitoring report for October 2023.

G. Genovese presented the financial report for October 2023.

Executive Director Liss presented the following projects for consideration:

Unearthly Materials, Inc.

Unearthly Materials, Inc. is a research and development company that develops room-temperature superconducting materials. They are proposing the expansion and upgrade of their research and development laboratories located in the City of Rochester. The \$465,000 project is projected to create 20-25 new FTEs over the next three years. Unearthly Materials, Inc. has applied for a Great Rate/Great Rebate on the equipment purchase through the Monroe County Industrial Development Corporation and is seeking approval of the sales tax exemption through COMIDA. The Benefit/Incentive ratio is 746:1.

The applicant was represented by Nicholas Petras, Operations Associate and Ran Salem, CTO. The applicant confirmed awareness of the local labor policy and that exemptions must be requested 45 days in advance, and does not anticipate any local labor exemptions at this time.

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

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

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

ProtiFi LLC

ProtiFi LLC, a self-funded commercial-stage biotech company, is proposing the renovation of a 2,800 sq. ft. manufacturing and laboratory facility. This renovated space will contain clean room laboratory space as well as small scale manufacturing and office space. The \$260,000 project is projected to create 8 new FTEs over the next three years. ProtiFi has applied for a Great Rate/Great Rebate on the equipment purchase through the Monroe County Industrial Development Corporation and is seeking approval of the sales tax exemption through COMIDA. The Benefit/Incentive ratio is 556:1

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

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

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

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

Germanow-Simon Corp

Germanow-Simon Corp. is proposing the renovation of a 44,000 sq. ft. building for their tenant GS Optics, LLC, in the City of Rochester. Germanow-Simon Corp. was previously approved for benefits in November 2021 for an expansion to the facility. GS Optics provides photonics engineering and manufacturing solutions for telecoms, aerospace, defense, space and life sciences industries. This renovation will allow GS Optics to meet increasing customer demand for injection molding and manufacturing medical equipment. The \$1.7 million project is projected to create 16 new FTEs over the next three years. The applicant and tenant are seeking approval of sales tax exemptions only. The Benefit/Incentive ratio is 377:1.

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

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY TAKING OFFICIAL ACTION TO APPOINT (i)

GERMANOW-SIMON CORPORATION OR A RELATED ENTITY FORMED OR TO BE FORMED (COLLECTIVELY, THE "COMPANY") AND GS OPTICS LLC OR A RELATED ENTITY FORMED OR TO BE FORMED (COLLECTIVELY, THE "TENANT") AS ITS AGENTS TO UNDERTAKE A CERTAIN PROJECT AS MORE FULLY DESCRIBED BELOW; (ii) PROVIDE FINANCIAL ASSISTANCE TO THE COMPANY AND THE TENANT IN THE FORM OF A SALES AND USE TAX EXEMPTIONS FOR PURCHASES AND RENTALS RELATED TO THE UNDERTAKING OF THE PROJECT; (iii) AUTHORIZE THE EXECUTION AND DELIVERY OF PROJECT AGREEMENTS AND RELATED DOCUMENTS; AND (iv) MAKE A DETERMINATION WITH RESPECT TO THE PROJECT PURSUANT TO SEQRA.

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

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

RES Exhibit Services LLC

RES Exhibit Services, a manufacturer and service provider of trade show exhibits, is proposing the renovation of their new headquarters, located in the vacant Democrat & Chronicle printing and distribution center in the Town of Greece. The relocation and renovation will allow for the growth of their business as well as allow them to provide on site printing services to their clients. The \$2.4 million project is projected to create 5 new FTEs over the next three years in addition to the existing 37 FTEs. The applicant is seeking approval of sales tax and mortgage recording tax exemptions only. The Benefit/Incentive ratio is 48:1.

The applicant was represented by Kyle Taylor, Esq. and Tim Prinzing, Vice President, Creative Strategy. The applicant confirmed awareness of the local labor policy and that exemptions must be requested 45 days in advance, and does not anticipate any local labor exemptions at this time. Ms. Baranello stated there were no comments at the public hearing which was held on November 16, 2023.

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 NOVEMBER 16, 2023, WITH RESPECT TO A CERTAIN PROJECT BEING UNDERTAKEN BY RES EXHIBIT SERVICES, 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, RENOVATION AND EQUIPPING OF THE PROJECT; AND (B) A PARTIAL MORTGAGE RECORDING TAX EXEMPTION FOR FINANCING RELATED TO THE PROJECT; 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 L. Bolzner, second by J. Popli for inducement and final resolution approving a mortgage tax and sales tax exemptions, a roll call vote resulted as follows and the motion carried:

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

Executive Director Liss presented the following modifications for considerations:

A50EB, LLC/Constellation Brands Inc. - Extension

A50EB LLC, a real estate holding company, is redeveloping the vacant Aqueduct buildings in the City of Rochester for its tenant, Constellation Brands, Inc. Constellation Brands is relocating its corporate headquarters to downtown Rochester. The applicant originally received approval in September 2020 for a mixed-use redevelopment project for the Aqueduct site. In October 2021, the project changed direction to accommodate Constellation Brands and the applicant was approved for a custom real property tax abatement, mortgage recording tax and sales tax exemption. Constellation Brands was approved for a sales tax exemption on furniture, fixtures, and equipment. The applicant and tenant are seeking an extension of the sales tax exemption through December 31, 2024 as more time is needed to complete the renovations.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY (THE "AGENCY") AUTHORIZING THE EXTENSION OF THE SALES AND USE TAX EXEMPTION BENEFITS GRANTED TO A50EB LLC (THE "COMPANY") AND TO CONSTELLATION BRANDS, INC. (THE "TENANT") THROUGH DECEMBER 31, 2024, AND THE EXECUTION OF RELATED DOCUMENTS.

On motion by N. Jones, second by L. Bolzner, all aye, motion carried to approve an extension of the sales tax exemption through December 31, 2024.

I-Square LLC – The Market at I-Square

I-Square is a mixed-use town center development in the Town of Irondequoit. The project was originally approved in March 2013 for a custom real property tax abatement, mortgage recording tax and sales tax exemptions. This ongoing project has received extensions of the sales tax exemption benefit through December 31, 2024. The applicant is selling a portion of the development, The Market at I-Square, located at 400 Bakers Park, to an unrelated entity to be formed. This new entity will own and operate The Market. The applicants will retain ownership of the 400 Bakers Park land and the balance of land and improvements that comprise the town center.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY (THE "AGENCY") AUTHORIZING THE TRANSFER BY I-SQUARE, LLC OF THE IMPROVEMENT KNOWN AS THE MARKET AT I-SQUARE LOCATED AT 400 BAKERS PARK IN THE TOWN OF IRONDEQUOIT, NEW YORK TO AN ENTITY TO BE FORMED AND OWNED BY AARON AND KELLY METRAS; AND THE EXECUTION OF RELATED DOCUMENTS.

On motion by J. Popli, second by R. King, all aye, motion carried to approve the sale of the building to a new entity to be formed.

Executive Director Liss reviewed the current dashboard.

Executive Director Liss noted that the CBRE/ Rochester Market Outlook report should be available soon and will be shared with the Board when available.

On motion by J. Popli, second by R. King, all aye, motion carried to adjourn the regular meeting at 12:57.