



BOARD MEETING AGENDA

October 21, 2025

12:00 p.m. CityPlace Building

- A. Call Meeting to Order
- B. Pledge of Allegiance
- C. Approval of Minutes – September 23, 2025
- D. Public Comments
- E. Local Labor Monitoring Report – September – Colin Loewke
- F. Financial Report – September – Gregg Genovese
- G. Applications for Consideration
 - 1. Love Beets Production, LLC
 - 2. 120 Redev, LLC
 - 3. Gallina Elmgrove LLC
- H. Finance Committee Report
 - Proposed 2026 Operating Budget
- I. Executive Director – Discussion Items
 - Mpower Program – Workforce Development Fund Request
 - Cascade Project Discussion
 - OnBoard Software
 - Dashboard
- J. Compliance Committee Report
- K. Chair Discussion Items
- L. Adjourn Meeting

Next meeting: Tuesday, November 18, 2025



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.



September 2025 Monthly C.O.M.I.D.A. Report

October 6th, 2025

1. This report covers our site visits between September 1st, 2025 and September 30th, 2025.
2. During this period Loewke Brill made 54 monthly site visits.
3. During this period Loewke Brill made “3” Follow up visits.
4. Loewke Brill checked for residence with 1087 workers.
5. Of those workers, there were “4” non-compliant.
 - a. 1- No proof of residence
 - i. Unither Manufacturing, LLC – 09/25/25 – Accurate Acoustical 1 no ID. Worker compliant with ID on follow up visit 09/26/25
 - b. 3 – Out of Area
 - i. Indus Lehigh Station, LLC – 09/09/25 – Two from Sackett Tile out of area. Both workers off job site on follow up visit 09/10/25
 - ii. Fairlife, LLC – 09/26/25 – 1 from Frank Lil & Son out of area. Worker off job site on follow up visit 09/29/25
 - c. 0 – Invalid ID
6. There were “2” new COMIDA sign(s) delivered
 - a. Khoury Estates Inc
 - b. 2851 Clover LLC

COMIDA

Statement of Financial Position

	Year To Date 09/30/2025	Year Ending 12/31/2024
	Actual	Actual
Assets		
Current Assets		
Cash and Cash Equivalents	1,138,967	5,197,148
Cash - Grant Funding	1,039,005	5,046,811
Accounts Receivable, Net	217,342	29,159
Short Term Investments	17,409,965	13,670,805
Prepaid Expenses	68,331	20,989
Other Current Assets	247,516	115,790
Total Current Assets	20,121,126	24,080,702
Long-term Assets		
Property & Equipment	13,389	633,184
Other Long-term Assets	195,009	195,009
Total Long-term Assets	208,398	828,193
Total Assets	20,329,524	24,908,895
Liabilities and Net Assets		
Liabilities		
Short-term Liabilities		
Accounts Payable	107,757	320,850
Accrued Liabilities	810,344	249,741
Grant Liabilities	1,039,005	5,045,095
Total Short-term Liabilities	1,957,106	5,615,686
Long Term Liabilities	294,797	294,797
Total Liabilities	2,251,903	5,910,483
Net Assets		
Net Assets	18,998,413	17,980,966
Change In Net Assets	(920,792)	1,017,446
Total Net Assets	18,077,621	18,998,412
Total Liabilities and Net Assets	20,329,524	24,908,895

Summary Statement of Activities - All Funds with Prior Year

	Year To Date 09/30/2025	Year To Date 09/30/2025	Prior Year To Date 09/30/2024
	Actual	Budget	Actual
Revenue			
Fee Income	682,674	419,847	515,825
Interest Income	611,877	360,000	505,561
Gain on Sale of Fixed Assets	225,419	0	0
Total Revenue	1,519,970	779,847	1,021,386
Expenses			
Payroll	375,273	328,430	306,370
Program & Community Development	1,509,688	2,334,476	1,946,204
General & Administrative	704,055	652,431	665,623
APEX Activity, Net	(148,255)	0	992
Total Expenses	2,440,762	3,315,338	2,919,189
Change In Net Assets	(920,791)	(2,535,491)	(1,897,802)



APPLICATION SUMMARY

DATE: October 21, 2025

APPLICANT: Love Beets Production LLC
1150 Lee Road, Section A
Rochester, NY 14606

PROJECT LOCATION: 1150 Lee Road, Section A
Rochester, NY 14606

PROJECT SUMMARY: Love Beets Production LLC is planning to renovate and purchase new equipment for its facility located at 1150 Lee Road in the Town of Greece. Love Beets, a food manufacturer specializing in beets and other root vegetables, proposes the purchase and installation of new racking for its cold storage facility as well as the purchase of new equipment including dry peelers, turn table automation equipment, and bags to barrels machines. Love Beets plans to create 11 FTEs in addition to its existing 117 FTEs. The \$1,130,000 project is seeking a sales tax exemption only. The cost benefit ratio is 87:1.

PROJECT AMOUNT: \$1,130,000 - Sales Tax Exemption only
EXEMPTIONS \$57,200

JOBS: EXISTING: 117 | FTEs
NEW: 11 | FTEs

PUBLIC HEARING DATE: N/A

BENEFIT TO INCENTIVE RATIO: 87:1

SEQR: TYPE 2

ELIGIBILITY: MANUFACTURER

APPROVED PURPOSE: JOB CREATION

County of Monroe Industrial Development Agency

MRB Cost Benefit Calculator

Date: October 21, 2025
 Project Title: Love Beets Production LLC
 Project Location: 1150 Lee Road, Rochester, NY 14606



Economic Impacts

Summary of Economic Impacts over the Life of the PILOT

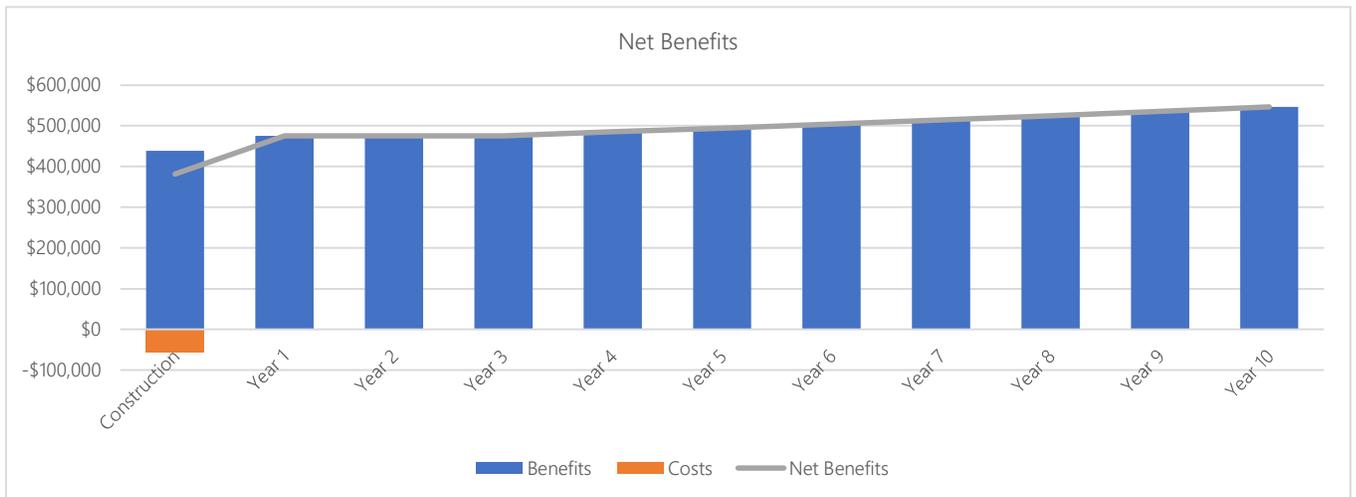
Project Total Investment

\$1,130,000

Temporary (Construction)			
	Direct	Indirect	Total
Jobs	6	1	7
Earnings	\$348,381	\$66,102	\$414,484
Local Spend	\$904,000	\$225,023	\$1,129,023

Ongoing (Operations)			
Aggregate over life of the PILOT			
	Direct	Indirect	Total
Jobs	11	2	13
Earnings	\$4,176,886	\$576,232	\$4,753,118

Figure 1



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

Figure 2

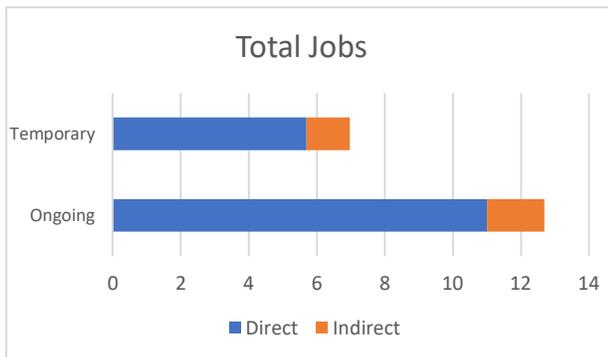
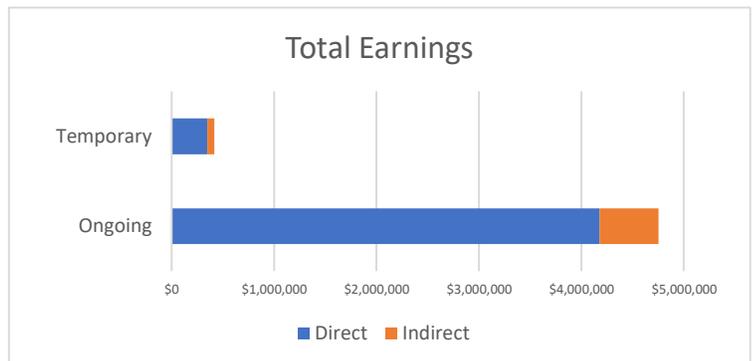


Figure 3



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	\$57,200	\$57,200
Local Sales Tax Exemption	\$28,600	\$28,600
State Sales Tax Exemption	\$28,600	\$28,600
Mortgage Recording Tax Exemption	\$0	\$0
Local Mortgage Recording Tax Exemption	\$0	\$0
State Mortgage Recording Tax Exemption	\$0	\$0
Total Costs	\$57,200	\$57,200

State and Local Benefits

	Nominal Value	Discounted Value*
Local Benefits	\$5,203,775	\$4,704,996
To Private Individuals	\$5,167,602	\$4,672,290
Temporary Payroll	\$414,484	\$414,484
Ongoing Payroll	\$4,753,118	\$4,257,806
Other Payments to Private Individuals	\$0	\$0
To the Public	\$36,173	\$32,706
Increase in Property Tax Revenue	\$0	\$0
Temporary Jobs - Sales Tax Revenue	\$2,901	\$2,901
Ongoing Jobs - Sales Tax Revenue	\$33,272	\$29,805
Other Local Municipal Revenue	\$0	\$0
State Benefits	\$268,715	\$242,959
To the Public	\$268,715	\$242,959
Temporary Income Tax Revenue	\$18,652	\$18,652
Ongoing Income Tax Revenue	\$213,890	\$191,601
Temporary Jobs - Sales Tax Revenue	\$2,901	\$2,901
Ongoing Jobs - Sales Tax Revenue	\$33,272	\$29,805
Total Benefits to State & Region	\$5,472,491	\$4,947,955

Benefit to Cost Ratio

	Benefit*	Cost*	Ratio
Local	\$4,704,996	\$28,600	165:1
State	\$242,959	\$28,600	8:1
Grand Total	\$4,947,955	\$57,200	87:1

*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
(Love Beets Production, LLC Project)
OSC Code 2602-25-030A

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 October 21, 2025 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 (i) APPOINTING LOVE BEETS PRODUCTION, LLC, 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) MAKING A DETERMINATION WITH RESPECT TO THE PROJECT PURSUANT TO SEQRA (AS DEFINED BELOW); (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.

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, **LOVE BEETS PRODUCTION, LLC**, a Delaware limited liability company for itself or a related entity formed or to be formed (collectively, the "Company") has requested that the Agency assist with a certain Project (the "Project"), consisting of: (A) the renovation and modernization of the Company's current location at 1150 Lee Road, Section A, in the Town of Greece, New York 14606 and all other lands in the Town of Greece where, by license or easement or other agreement, the Company or its designees are making improvements that benefit the Project including, but not limited to, the installation of drive-thru racking in new cold space, the addition of dry peelers, and the implementation of bags to barrels, a spot sprayer, dual unwind, check weigher and turn table automation, all to enhance production, efficiency and sustainability in delivering high-quality products (collectively, the "Improvements"); and (B) 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 the Company in its business as a root vegetable producer; and

WHEREAS, the Act authorizes and empowers the Agency to promote, develop, encourage and assist projects such as the Project 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 Project; 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 acquisition, renovation and equipping of the Project and hereby appoints the Company as the true and lawful agent of the Agency to acquire, renovate and equip the Facility, and such appointment includes the following activities as they relate to the construction, erection, completion, use, repair and maintenance of the Improvements 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 Improvements or the Equipment: (i) all purchases, leases, rentals and other uses of tools, machinery and equipment in connection with acquiring, renovating, 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 acquiring, renovating, 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 Improvements, Land 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 **\$715,000**, which result in New York State and local sales and use tax exemption benefits ("sales and use tax exemption benefits") not to exceed **\$57,200**. 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.

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>
Lisa Bolzner				
Rhett King				
Norman Jones				
Truman Tolefree				
Raymond A. Ryerse Jr.				
Brian Hickey				

The Resolutions were thereupon duly adopted.

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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 October 21, 2025, 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 21st day of October, 2025.

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: Love Beets Production LLC
 Address: 1150 Lee Road, Section A
 City/State/Zip: Rochester, NY 14606
 Tax Id No.: 47-4460998
 Contact Name: Annette Cucchiara
 Title: Finance Director
 Telephone: 585.683.0741
 E-Mail: annette.cucchiara@lovebeetsusa.com

B. Applicant's Legal Counsel

Name: Santiago Burger, LLP
 Firm: 2280 East Avenue
 Address: _____
 City/State/Zip: Rochester, NY 14610
 Telephone: (585) 563-2400
 Email: _____

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

Name	%	Corporate Title
<u>G's Fresh Beetroot Inc</u>	<u>100</u>	<u>Owner of Love Beets Production LLC</u>
<u>Beetroot Holding LTD</u>	<u>100</u>	<u>Owner of G's Fresh Beetroot Inc</u>
<u>G's Group Holdings LTD (2021)</u>	<u>100</u>	<u>Owner of Beetroot Holding LTD</u>
<u>G's Group Holdings LTD</u>	<u>100</u>	<u>Owner of G's Group Holdings LTD (2021)</u>
<u>Shropshire Family</u>	<u>100</u>	<u>Owner of G's Group Holdings LTD</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

D. Is the business applying for assistance certified as an MWBE or service-disabled veterans' agency?

Yes No

II. PROJECT

A. Address of proposed project facility

Address: 1150 Lee Road, Section A

Tax Map Parcel Number: 089.04-1-2-104

City/Town/Village: Rochester, NY

School District: Greece

Zip: 14606

Current Legal Owner of Property:

LiDestri Foods

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
<u>G's Fresh Beetroot Inc</u>	<u>100</u>	<u>Owner</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

F. Project Timeline

Proposed Date of Acquisition: 12/31/2026

Proposed Commencement Date of Construction: 10/22/2025

Anticipated Completion Date: 12/31/26

G. Contractor(s)

Various

II.PROJECT (cont'd)

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

333241

NAICS Code: _____

Love Beets, the vibrant beet brand known for making the nutritious root vegetable more accessible and enjoyable, continues to grow its U.S. presence from its state-of-the-art facility in Rochester, New York; The production hub has been a cornerstone of Love Beets' North American operations since launching in 2010. Love Beets is a brand under the umbrella of G's Fresh Ltd., a UK-based agribusiness.

The 100,000 sqft Lee Road facility was completely transformed into a modern processing and packaging plant that now employs over 120 people in the Greater Rochester area. Sourcing over 70% of its beets from within New York State as of 2024, Love Beets is proud to support regional agriculture and build a more sustainable supply chain.

In 2021, Love Beets launched Offshoot Brands, a new venture dedicated to supporting other health-forward food companies. From vacuum-packed cooked beets to marinated baby beets, beet juice, powders, and even snack bars, Love Beets has revolutionized how consumers enjoy beets—offering no mess, no prep, and no fuss. Their products can be found at major retailers including Whole Foods, Kroger, Target, and Wegmans.

As the company continues to expand its product line and investment in innovation, its Rochester facility remains the BEETing heart of its U.S. operations—a hub of health, flavor, and community-driven impact.

To accomplish this next phase of innovation and growth, the Board of Directors has approved a series of capital expenditure (CAPEX) investments aimed at enhancing production efficiency, sustainability, and to deliver high-quality products while enhancing operational efficiency and shelf stability.

Racking (onsite storage)

The installation of drive thru racking in the new cold space will create an additional 300 pallet spaces reducing reliance on paid storage, reducing carbon footprint.

Dry Peelers (increase efficiency and yield)

Dry peeler will drive efficiencies in the beet by peeling off defects prior to processing

Bags to Barrels, Spot Sprayer, Dual Unwind, Check Weigher, Turn Table Automation (increase automation)

The above list represents equipment needs to drive automation, increase efficiencies, reduce consumer complaint and increase quality.



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.

Love Beets is preparing to undertake significant capital expenditure (Capex) projects over the next 18 months as part of our strategic growth and infrastructure development plans. These investments are essential to support our long-term objectives; however, they will require a considerable financial commitment in the near term. In light of this, we kindly request your support in helping us maintain a positive cash flow during this period. Any additional financial assistance or flexibility you can provide would be instrumental in ensuring we can execute our plans effectively while maintaining operational stability.

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

Yes No

Location:

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

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

Yes No

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

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

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

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

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

NO

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

Check One:

JOBSPLUS

Requirements:

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

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. \$ _____
- b. Labor b. \$ _____

Site Work

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

Total Project Costs (must equal Total Sources) \$ _____

B. Sources of Funds for Project Costs:

- a. Tax-Exempt Industrial Revenue Bond a. \$ _____
- b. Taxable Industrial Revenue Bond b. \$ _____
- c. Bank Financing c. \$ _____
- d. TOTAL Public Sources d. \$ _____

Identify below each state and federal grant/credit totaling the amount for d.)

_____ \$ _____

_____ \$ _____

_____ \$ _____

_____ \$ _____

- e. Equity e. \$ _____

TOTAL SOURCES (must equal Total Project Costs) \$ _____

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

Yes No

If yes, please specify bank, underwriter, etc.

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

Use additional sheets as necessary

Company Name _____

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

Estimated Costs Eligible for Sales Tax Exemption Benefit

- a. Materials a. \$ _____
- b. Labor b. \$ _____
- c. Non-Manufacturing Equipment c. \$ _____
- d. Manufacturing Equipment d. \$ _____
- e. Furniture and Fixtures e. \$ _____

- Other (specify): f. _____ f. \$ _____
- g. _____ g. \$ _____
- h. _____ h. \$ _____
- i. _____ i. \$ _____

Total Project Costs \$ _____

VII. PROJECTED EMPLOYMENT

Complete for each Applicant or User/Tenant

Company Name: Love Beets Production Inc

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)	117	117	11	11
Part Time (PTE)				
Total	117	117	11	11

** 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 Love Beets Production, LLC

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.

ac **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.**

ac **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.

ac **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.

ac **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.

ac **Signage**

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.

ac **Exemption Process**

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.

LoveBeetsProductionLLC

(APPLICANT COMPANY)

(TENANT COMPANY)

Annette
Cucchiara


Digitally signed by Annette Cucchiara
Date: 2025.09.05 15:31:48 -0400

Finance Director 9/5/25

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.
Small Business Sales Tax Exemption (Non-retail projects with total project costs under \$500,000)	Application Fee: Non-refundable \$350.00 IDA Fee: Flat fee of \$750 (\$500 for certified M/WBE or certified service disabled Veterans) Legal Fee: Flat fee of \$750
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.

Love Beets Production LLC

(APPLICANT COMPANY)

Annette
Cucchiara

Digitally signed by Annette Cucchiara
Date: 2025.09.05 15:32:10 -0400

Finance Director 9/5/25

Signature

, Title

Date

(TENANT COMPANY)

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. Absence of Conflicts of Interest – The Applicant has received from the Agency a list of the members, officers and employees of the Agency. No member, officers or employees of the Agency has an interest, whether direct or indirect, in any transaction contemplated by this Application, except as herein described: _____
- D. 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.
- E. 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.
- F. 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.
- G. 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.
- H. 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.
- I. 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

Love Beets Production LLC

Annette Cucchiara
Signature _____, Title Finance Director, Date 9/5/25

Digitally signed by Annette Cucchiara
Date: 2025.09.05 15:32:55 -0400

TENANT COMPANY

Signature _____, Title _____, Date 9/5/25



APPLICATION SUMMARY

DATE: October 21, 2025

APPLICANT: 120 Redev, LLC
451 S. Warren St. 2nd Floor
Syracuse, NY 13202

PROJECT ADDRESS: 120 East Ave
Rochester, NY 14604

PROJECT SUMMARY: 120 Redev, LLC proposes the redevelopment of 120 East Ave, a mostly vacant 36,646 square foot building located in the City of Rochester. 120 Redev, LLC plans to create 33 affordable residential condos with the intent to sell units to families earning between 80-100% of Area Median Income (apx. \$58,180-\$103,900). The much-needed housing units, will include 5 studio units, 17 one-bedroom units, and 11 two-bedroom units. The \$12.5 million project plans to retain the existing restaurant space located on the ground floor which will create jobs. The applicant is seeking approval for sales and mortgage recording tax exemptions. The benefit/incentive ration is 11:1

PROJECT AMOUNT: \$12,546,729
EXEMPTIONS: \$404,875- Sales tax Exemption
\$30,876- Mortgage Recording Tax Exemption

JOBS: EXISTING: 0 | FTEs
NEW: 0 | FTEs

PUBLIC HEARING DATE: October 16, 2025

BENEFIT TO INCENTIVE RATIO: 11:1

SEQR: REVIEWED AND PROCESS IS COMPLETE.

ELIGIBILITY: REHABILITATION OF EXISTING COMMERCIAL BUILDING

APPROVED PURPOSE: COMMUNITY DEVELOPMENT

County of Monroe Industrial Development Agency

MRB Cost Benefit Calculator



Date: October 21, 2025
 Project Title: 120 Redev, LLC
 Project Location: 120 East Ave, Rochester, NY 14604

Economic Impacts

Summary of Economic Impacts over the Life of the PILOT

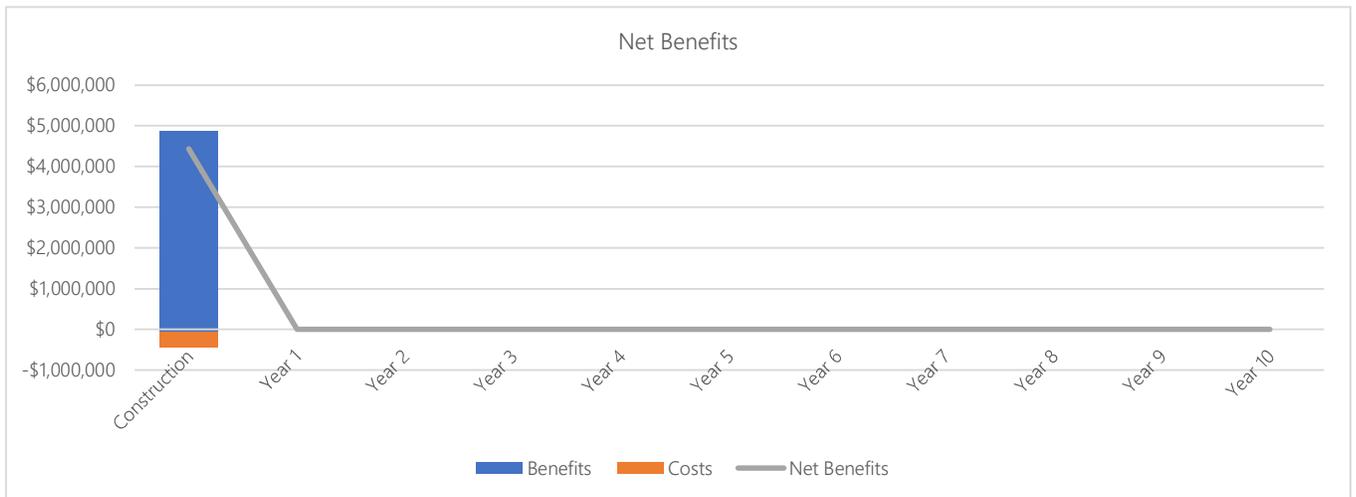
Project Total Investment

\$12,546,729

Temporary (Construction)			
	Direct	Indirect	Total
Jobs	63	14	77
Earnings	\$3,868,184	\$733,954	\$4,602,138
Local Spend	\$10,037,383	\$2,498,494	\$12,535,878

Ongoing (Operations)			
Aggregate over life of the PILOT			
	Direct	Indirect	Total
Jobs	0	0	0
Earnings	\$0	\$0	\$0

Figure 1



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

Figure 2

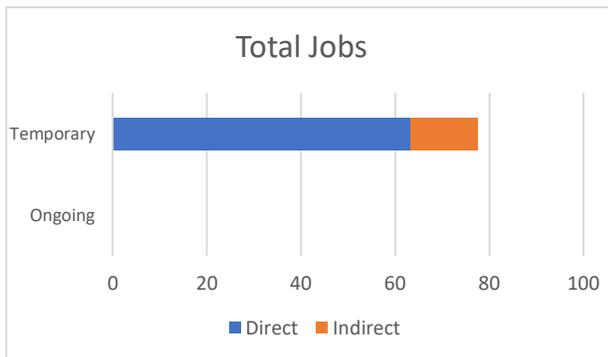


Figure 3



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	\$404,875	\$404,875
Local Sales Tax Exemption	\$202,437	\$202,437
State Sales Tax Exemption	\$202,437	\$202,437
Mortgage Recording Tax Exemption	\$30,876	\$30,876
Local Mortgage Recording Tax Exemption	\$10,292	\$10,292
State Mortgage Recording Tax Exemption	\$20,584	\$20,584
Total Costs	\$435,751	\$435,751

State and Local Benefits

	Nominal Value	Discounted Value*
Local Benefits	\$4,634,353	\$4,634,353
To Private Individuals	\$4,602,138	\$4,602,138
Temporary Payroll	\$4,602,138	\$4,602,138
Ongoing Payroll	\$0	\$0
Other Payments to Private Individuals	\$0	\$0
To the Public	\$32,215	\$32,215
Increase in Property Tax Revenue	\$0	\$0
Temporary Jobs - Sales Tax Revenue	\$32,215	\$32,215
Ongoing Jobs - Sales Tax Revenue	\$0	\$0
Other Local Municipal Revenue	\$0	\$0
State Benefits	\$239,311	\$239,311
To the Public	\$239,311	\$239,311
Temporary Income Tax Revenue	\$207,096	\$207,096
Ongoing Income Tax Revenue	\$0	\$0
Temporary Jobs - Sales Tax Revenue	\$32,215	\$32,215
Ongoing Jobs - Sales Tax Revenue	\$0	\$0
Total Benefits to State & Region	\$4,873,664	\$4,873,664

Benefit to Cost Ratio

	Benefit*	Cost*	Ratio
Local	\$4,634,353	\$212,729	22:1
State	\$239,311	\$223,021	1:1
Grand Total	\$4,873,664	\$435,751	11:1

*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
(120 Redev, LLC Project)
OSC Code 2602-25-028A

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 October 21, 2025 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 (i) ACKNOWLEDGING THE PUBLIC HEARING HELD BY THE AGENCY ON OCTOBER 16, 2025, WITH RESPECT TO A CERTAIN PROJECT (AS DEFINED BELOW) BEING UNDERTAKEN BY 120 REDEV, 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 (AS DEFINED BELOW); (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; AND (v) AUTHORIZING THE NEGOTIATION, EXECUTION AND DELIVERY OF A PROJECT AGREEMENT, LEASE AGREEMENT, LEASEBACK AGREEMENT AND RELATED DOCUMENTS WITH RESPECT TO THE PROJECT.

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, **120 REDEV, LLC**, a New York limited liability company, for itself or a related entity formed or to be formed (collectively, the "Company") has requested that the Agency assist with a certain Project (the "Project"), consisting of: (A) the acquisition of a leasehold interest in an approximately 0.36-acre parcel of land located at 120 East Avenue in the City of Rochester, New York 14604 and all other lands in the City of Rochester where, by license or easement or other agreement, the Company or its designees are making improvements that benefit the Project (the "Land") together with the existing vacant approximately 36,646 square-foot building thereon (the "Existing Improvements"); (B) the renovation of the Existing Improvements into a mixed-use building with approximately 32 affordable residential units (which units will be restricted for qualifying households earning 80% to 100% of the area median income) and commercial space on the first floor (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, the Existing Improvements and the Improvements, the "Facility"); 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, pursuant to Section 859-a of the Act, on Thursday, October 16, 2025, at 10:00 a.m., local time, in the Agency's Offices, 50 West Main Street, Rochester, New York 14614, the Agency held a public hearing with respect to the Project and the proposed Financial Assistance (as defined below) being contemplated by the Agency, whereat interested parties were provided a reasonable opportunity, both orally and in writing, to present their views; 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, (ii) negotiate and enter into a lease agreement (the "Lease Agreement") and leaseback agreement (the "Leaseback Agreement") with the Company and (iii) provide financial assistance (the "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 Facility and (b) a partial mortgage recording tax exemption for financing relating to the Project; and

WHEREAS, the Company has agreed to indemnify the Agency against certain losses, claims, expenses, damages and liabilities which may arise in connection with the transactions contemplated by the lease 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 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 Facility 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 purposes 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 determines that the acquisition of a leasehold interest in and the renovation, equipping, repair and maintenance of the Facility by the Agency and the lease or sublease of the Facility to the Company will promote job opportunities, health, general prosperity and the economic welfare of the inhabitants of the County of Monroe and the people of the State of New York and improve their standard of living, thereby serving the public purposes of the Act and, therefore, the same is approved.

Section 3. The Agency hereby approves the cost/benefit report submitted by the Company listing the proposed cost/benefits of the Project.

Section 4. 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 acquisition, renovation and equipping of the Project and hereby appoints the Company as the true and lawful agent of the Agency to acquire, renovate and equip the Facility, and such appointment includes the following activities as they relate to the renovation, erection, completion, use, repair and maintenance of the Improvements 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 Improvements or the Equipment: (i) all purchases, leases, rentals and other uses of tools, machinery and equipment in connection with acquiring, renovating, 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 acquiring, renovating, 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 Improvements, Land 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, 2027** (unless extended for good cause by the Executive Director, Deputy Director, Chairman or Vice Chairman of the Agency) if the Lease Agreement and Leaseback Agreement contemplated have not been executed and delivered. The Executive Director, Deputy Director, Chairman or Vice Chairman of the Agency are authorized and directed to execute and deliver to said agent an appropriate letter on Agency letterhead describing the authority granted under this resolution.

Section 5. 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 **\$5,060,933** which results in New York State and local sales and use tax exemption benefits ("sales and use tax exemption benefits") not to exceed **\$404,875**. 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; (ii) a mortgage (or mortgages), in connection with the financing of the Facility or portions thereof and including any refinancing thereof, securing an aggregate principal amount not to exceed **\$4,116,818**, resulting in a mortgage tax exemption not to exceed **\$30,876**; and (iii) a partial real property tax abatement.

Section 6. 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 7. The form and substance of the Lease Agreement and Leaseback Agreement (each in substantially the forms presented to the Agency and which, prior to the execution and delivery thereof, may be redated) are hereby approved.

Section 8. The Executive Director, Deputy Director, Chairman or Vice Chairman of the Agency are hereby authorized, on behalf of the Agency, to negotiate and execute (A) the Lease Agreement whereby the Company leases the Project to the Agency and (B) the related Leaseback Agreement conveying the Project back to the Company; provided, that, the rental payments under the Leaseback Agreement include payments of all costs incurred by the Agency arising out of or related to the Project and indemnification of the Agency by the Company for actions taken by the Company and/or claims arising out of or related to the Project.

Section 9. 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 mortgage, assignment of leases and rents, security agreement, UCC-1 Financing Statements and all documents reasonably contemplated by these resolutions or required by any lender identified by the Company (the "Lender") up to a maximum principal amount necessary to undertake the Project, acquire the Facility and/or finance or refinance equipment and other personal property and related transactional costs (hereinafter, with the Lease Agreement and Leaseback Agreement are collectively referred to as, the "Agency Documents"); and, where appropriate, the Secretary or Assistant Secretary of the Agency is hereby authorized to affix the seal of the Agency (if any) to the Agency Documents and to attest the same, all with such changes, variations, omissions and insertions as the Executive Director, Deputy Director, Chairman or Vice Chairman of the Agency shall approve, the execution thereof by the Executive Director, Deputy Director, Chairman or Vice Chairman of the Agency to constitute conclusive evidence of such approval; provided in all events recourse against the Agency is limited to the Agency's interest in the Project.

Section 10. 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 11. 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>
Lisa Bolzner				
Rhett King				
Norman Jones				
Raymond A. Ryerse Jr.				
Brian Hickey				
Truman Tolefree				

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 October 21, 2025, 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 21st day of October, 2025.

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: 120 Redev, LLC
 Address: 451 S Warren St, 2nd Fl
 City/State/Zip: Syracuse, NY 13202
 Tax Id No.: 33-4418547
 Contact Name: Ryan Benz
 Title: Manager
 Telephone: 315-391-9654
 E-Mail: Ryan@RedevCNY.com

B. Applicant's Legal Counsel

Name: Kevin Pole
 Firm: Bond, Schoeneck & King
 Address: 110 W Fayette St
 City/State/Zip: Syracuse, NY 13202
 Telephone: 315.218.8146
 Email: kpole@bsk.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>Ryan Benz</u>	<u>100</u>	<u>Manager</u>
<u> </u>	<u> </u>	<u> </u>
<u> </u>	<u> </u>	<u> </u>
<u> </u>	<u> </u>	<u> </u>
<u> </u>	<u> </u>	<u> </u>
<u> </u>	<u> </u>	<u> </u>
<u> </u>	<u> </u>	<u> </u>

D. Is the business applying for assistance certified as an MWBE or service-disabled veterans' agency? Yes No

II. PROJECT

A. Address of proposed project facility
Address: 120 East Ave, Rochester
Tax Map Parcel Number: 121.24-2-12.004
City/Town/Village: Rochester
School District: Rochester City School District
Zip: 14604
Current Legal Owner of Property:
Rochester Landmarks Llc

B. Benefits Requested (Check all that apply)

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

C. Description of project (check all that apply)

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

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

If there are multiple Users/Tenants, please attach additional pages.
Are the user and owner related entities? Yes No
Company Name: Mixed-Use Multi-family Bdg
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: March., 2026
Proposed Commencement Date of Construction: March, 2026
Anticipated Completion Date: February, 2026

G. Contractor(s)

Redev Construction, Corp, a WBE GC

II. PROJECT (cont'd)

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

NAICS Code: 236118

Project Overview

120 Redev, LLC ("Redev") proposes the redevelopment of the existing property at 120 East Avenue in Downtown Rochester into a mixed-use building with 33 affordable residential condos, with the intent to sell the units to individuals and families at 80–100% of Area Median Income (~\$58,180 - \$103,900, depending upon number of people residing in the unit). Redev intends to participate in HCR's Affordable Housing Opportunity Program ("AHOP") and when complete, the planned unit mix will include: 5 studio units; 17 one-bedroom units; and 11 two-bedroom units.

In addition to housing, the redevelopment will retain the existing commercial restaurant space in the building's lower level, preserving an active street-level amenity and ensuring the project contributes to the vibrancy of East Avenue as a mixed-use corridor.

Historic & Community Context

The property is located within the Eastman Historic District, an area rich in Rochester's architectural and cultural history. Redev has significant experience working within both historic districts and on historic buildings and is well versed going through the State Historic Preservation Office and working with local landmark municipalities to balance historic preservation with community development.

The building most recently operated as a Class B, multi-tenant office building with a mix of retail-oriented tenants, including a café and restaurant space. The building's final tenant is on a month to month basis and will vacate the building by the end of the year. This will provide the development team an opportunity to reactivate an underutilized downtown asset and reposition it toward residential use that aligns with community demand.

Project Rationale & Impact

Downtown Rochester continues to experience high demand for quality, attainable housing. The adaptive reuse of 120 East Ave will: a) Deliver new affordable residential condos in a central, transit-accessible location; b) Preserve existing commercial space to maintain ground-floor activity and economic vitality; c) Reinvest in a vacant downtown property, enhancing the tax base and surrounding real estate market; d) Support Rochester's historic core, balancing preservation with contemporary residential needs.

Development Team Experience

Redev CNY is a Syracuse-based real estate development firm with a proven track record of delivering transformative, community-centered projects across Upstate New York. To date, Redev has completed over \$100 million in development projects and is actively advancing many more new mixed-use, affordable housing, and adaptive reuse initiatives.

Notable recent projects include:

- The St. Matthew's School redevelopment (East Syracuse) – the first project under NYS HCR's Affordable Homeownership Opportunity Program (AHOP), converting a vacant school into 21 affordable condos.
- The Lofts at 1117 (Syracuse) – a 38-unit adaptive reuse of a vacant factory into affordable condos (AHOP) with clean energy and net-zero features.
- The Moyer Carriage Lofts (Syracuse) – a 128 unit mixed-income historic, Brownfield project done in partnership with Housing Visions.
- Multiple mixed-use and adaptive reuse projects throughout Central New York that combine historic preservation, economic development, and attainable housing.

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.

In Rochester and across New York, construction and labor costs have risen sharply in recent years—making affordable residential projects financially unfeasible without incentive support. From 2019 to 2024, construction-related costs nationwide rose approximately 40% based on the national materials price index Office of the New York State Comptroller. Additionally, new home construction budgets saw around a 44% increase over the past five years, reflecting steep escalations in both materials and labor. In construction skilled trade wages, New York has already faced rising compensation pressures, and nationally, construction wages have surged by 15.4% over the past two years. These trends mean that residential reuse projects like 120 East Ave simply don't "pencil out" without economic development incentives. Benefits such as sales and use tax and mortgage recording tax exemptions are essential to bridge the funding gap, allowing the project to remain affordable to moderate-income households while delivering valuable community, tax-base, and revitalization benefits.

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

Yes No

Location:

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

Will the Project result in the abandonment of one or more plants or facilities of the Project occupant located within the state? Yes No

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

K. State Environmental Quality Review (SEQR) Act Compliance

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

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

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

NO

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

Check One:

JOBSPLUS

Requirements:

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

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. \$ 5,060,933
- b. Labor b. \$ 2,725,118

Site Work

- c. Materials c. \$ _____
- d. Labor d. \$ _____
- e. Non-Manufacturing Equipment e. \$ _____
- f. Manufacturing Equipment f. \$ _____
- g. Equipment Furniture and Fixtures g. \$ _____
- h. Land and/or Building Purchase h. \$ 1,700,000
- i. Soft Costs (Legal, Architect, Engineering) i. \$ 3,060,679
- Other (specify) j. _____ j. \$ _____
- k. _____ k. \$ _____
- l. _____ l. \$ _____
- m. _____ m. \$ _____

Total Project Costs \$ 12,546,729
(must equal Total Sources)

B. Sources of Funds for Project Costs:

- a. Tax-Exempt Industrial Revenue Bond a. \$ _____
- b. Taxable Industrial Revenue Bond b. \$ _____
- c. Bank Financing c. \$ 4,116,818
- d. TOTAL Public Sources d. \$ _____

Identify below each state and federal grant/credit totaling the amount for d.)

HCR/HFA Funding \$ 7,260,000
 _____ \$ _____
 _____ \$ _____
 _____ \$ _____

- e. Equity e. \$ 1,169,911
- TOTAL SOURCES** \$ 12,546,729
(must equal Total Project Costs)

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

Yes No

If yes, please specify bank, underwriter, etc.

Applications have been submitted to CPC and to HCR/HFA

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

Use additional sheets as necessary

Company Name _____

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

Estimated Costs Eligible for Sales Tax Exemption Benefit

- a. Materials a. \$ _____
- b. Labor b. \$ _____
- c. Non-Manufacturing Equipment c. \$ _____
- d. Manufacturing Equipment d. \$ _____
- e. Furniture and Fixtures e. \$ _____

Other (specify) f. _____ f. \$ _____
 g. _____ g. \$ _____
 h. _____ h. \$ _____
 i. _____ i. \$ _____

Total Project Costs \$ _____

Value of Incentives
120 Redev, LLC

A. IDA PILOT Benefits:	
Current Assessment	\$1,200,000
Value of New Construction & Renovation Costs	\$5,060,933
Estimated New Assessed Value Subject to IDA	\$6,260,933
Current Taxes	\$0
Current Taxes Escalator	2%
PILOT Terms - Years	10
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:	\$404,875
Estimated duration of ST exemption:	12/31/2027
C. Mortgage Recording Tax Exemption (MRTE) Benefit:	
Estimated Value of MRTE:	\$30,876
D. Industrial Revenue Bond Benefit	
IRB inducement amount:	\$0
E. Percentage of Project Costs financed from Public Sector sources:	
Total Value of Incentives:	\$435,751
Project Construction Costs:	\$12,546,729
	3.47%

PILOT Schedule

PILOT Year	% Abatement	County PILOT Amount	Local PILOT Amount	School PILOT Amount	Total PILOT Amount	Full Tax Payment w/o PILOT***	Net Exemption**
	Total	\$0	\$0	\$0	\$0	\$0	\$0
1	90%	\$0	\$0	\$0	\$0	\$0	\$0
2	80%	\$0	\$0	\$0	\$0	\$0	\$0
3	70%	\$0	\$0	\$0	\$0	\$0	\$0
4	60%	\$0	\$0	\$0	\$0	\$0	\$0
5	50%	\$0	\$0	\$0	\$0	\$0	\$0
6	40%	\$0	\$0	\$0	\$0	\$0	\$0
7	30%	\$0	\$0	\$0	\$0	\$0	\$0
8	20%	\$0	\$0	\$0	\$0	\$0	\$0
9	10%	\$0	\$0	\$0	\$0	\$0	\$0
10	0%	\$0	\$0	\$0	\$0	\$0	\$0

VII. PROJECTED EMPLOYMENT

Complete for each Applicant or User/Tenant

Company Name: _____

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)				
Part Time (PTE)				
Total	0	0	0	0

** 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 170 REDEV, LLC

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.

BS

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.*

BS

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.

BS

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.

BS

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.

BS

Signage

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.

BS

Exemption Process

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

- 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.
- 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);
- 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).
- 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).

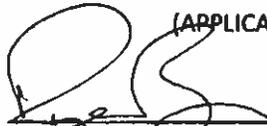
The request to secure an exemption for the use of non-local labor must be received from the applicant on the exemption form provided by the IDA or the 3rd party exemption monitor (the "Exemption Processor") and received by the Exemption Process forty-five (45) days in advance of work commencing. The 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.

120 REDDY, LLC

 (APPLICANT COMPANY)


 Signature, Title, Date
 9/23/25

 MANAGER

 (TENANT COMPANY)

 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.
Small Business Sales Tax Exemption (Non-retail projects with total project costs under \$500,000)	Application Fee: Non-refundable \$350.00 IDA Fee: Flat fee of \$750 (\$500 for certified M/WBE or certified service disabled Veterans) Legal Fee: Flat fee of \$750
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.

120 Redev, LLC

(APPLICANT COMPANY)
 MANAGER 9/23/25
Signature, Title Date

(TENANT COMPANY)
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. Absence of Conflicts of Interest – The Applicant has received from the Agency a list of the members, officers and employees of the Agency. No member, officers or employees of the Agency has an interest, whether direct or indirect, in any transaction contemplated by this Application, except as herein described: _____
- D. 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.
- E. 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.
- F. 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.
- G. 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.
- H. 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.
- I. 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

120 Redev LLC

 Signature, Title, Date
 _____, _____, 9/23/25

 Signature, Title, Date
 _____, _____, 9/23/25



Short Environmental Assessment Form

Part 1 - Project Information

Instructions for Completing

Part 1 – Project Information. The applicant or project sponsor is responsible for the completion of Part 1. Responses become part of the application for approval or funding, are subject to public review, and may be subject to further verification. Complete Part 1 based on information currently available. If additional research or investigation would be needed to fully respond to any item, please answer as thoroughly as possible based on current information.

Complete all items in Part 1. You may also provide any additional information which you believe will be needed by or useful to the lead agency; attach additional pages as necessary to supplement any item.

Part 1 – Project and Sponsor Information			
Redevelopment of 120 East Ave, Rochester; Sponsor: 120 Redev, LLC; 451 S Warren St, 2nd Fl, Syracuse, NY 13202			
Name of Action or Project: 120 East Condominium			
Project Location (describe, and attach a location map): 120 East Ave, Rochester, NY 14604; Tax parcel: 121.24-2-12.004			
Brief Description of Proposed Action: 120 Redev, LLC ("Redev") proposes the redevelopment of the existing property at 120 East Avenue in Downtown Rochester into a mixed-use building with 33 affordable residential condos, with the intent to sell the units to individuals and families at 80 - 100% of Area Median Income (~\$58,180 - \$103,900, depending upon number of people residing in the unit). Redev intends to participate in HCR's Affordable Housing Opportunity Program ("AHOP") and when complete, the planned unit mix will include: 5 studio units; 17 one-bedroom units; and 11 two-bedroom units. The scope of work will include selective interior demolition, new framing, MEP, new roof, windows, and other ancillary scopes to build out the residential condos. Redev intends to preserve the existing restaurant/commercial space on the ground level.			
Name of Applicant or Sponsor: 120 Redev, LLC		Telephone: 315-391-9654 E-Mail: Ryan@RedevCNY.com	
Address: 451 S Warren St, 2nd Fl			
City/PO: Syracuse		State: NY	Zip Code: 13202
1. Does the proposed action only involve the legislative adoption of a plan, local law, ordinance, administrative rule, or regulation? If Yes, attach a narrative description of the intent of the proposed action and the environmental resources that may be affected in the municipality and proceed to Part 2. If no, continue to question 2.			NO <input type="checkbox"/> YES <input checked="" type="checkbox"/>
2. Does the proposed action require a permit, approval or funding from any other government Agency? If Yes, list agency(s) name and permit or approval: City of Rochester Permit Office, Rochester Preservation Board, State Historic Preservation Office (SHPO), HCR/HFA			NO <input type="checkbox"/> YES <input checked="" type="checkbox"/>
3. a. Total acreage of the site of the proposed action?		.36 acres	
b. Total acreage to be physically disturbed?		.36 acres	
c. Total acreage (project site and any contiguous properties) owned or controlled by the applicant or project sponsor?		.36 acres	
4. Check all land uses that occur on, are adjoining or near the proposed action:			
5. <input checked="" type="checkbox"/> Urban <input type="checkbox"/> Rural (non-agriculture) <input type="checkbox"/> Industrial <input type="checkbox"/> Commercial <input type="checkbox"/> Residential (suburban)			
<input type="checkbox"/> Forest <input type="checkbox"/> Agriculture <input type="checkbox"/> Aquatic <input type="checkbox"/> Other(Specify):			
<input type="checkbox"/> Parkland			

5. Is the proposed action,	NO	YES	N/A
a. A permitted use under the zoning regulations?	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Consistent with the adopted comprehensive plan?	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
6. Is the proposed action consistent with the predominant character of the existing built or natural landscape?	NO	YES	
	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
7. Is the site of the proposed action located in, or does it adjoin, a state listed Critical Environmental Area?	NO	YES	
If Yes, identify: _____	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
8. a. Will the proposed action result in a substantial increase in traffic above present levels?	NO	YES	
	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
b. Are public transportation services available at or near the site of the proposed action?	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
c. Are any pedestrian accommodations or bicycle routes available on or near the site of the proposed action?	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
9. Does the proposed action meet or exceed the state energy code requirements?	NO	YES	
If the proposed action will exceed requirements, describe design features and technologies:			
The project will be built to meet net zero energy standards.	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
10. Will the proposed action connect to an existing public/private water supply?	NO	YES	
If No, describe method for providing potable water: _____	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
11. Will the proposed action connect to existing wastewater utilities?	NO	YES	
If No, describe method for providing wastewater treatment: _____	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
12. a. Does the project site contain, or is it substantially contiguous to, a building, archaeological site, or district which is listed on the National or State Register of Historic Places, or that has been determined by the Commissioner of the NYS Office of Parks, Recreation and Historic Preservation to be eligible for listing on the State Register of Historic Places?	NO	YES	
	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
b. Is the project site, or any portion of it, located in or adjacent to an area designated as sensitive for archaeological sites on the NY State Historic Preservation Office (SHPO) archaeological site inventory?	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
13. a. Does any portion of the site of the proposed action, or lands adjoining the proposed action, contain wetlands or other waterbodies regulated by a federal, state or local agency?	NO	YES	
	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
b. Would the proposed action physically alter, or encroach into, any existing wetland or waterbody?	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
If Yes, identify the wetland or waterbody and extent of alterations in square feet or acres: _____			

Disclaimer: The EAF Mapper is a screening tool intended to assist project sponsors and reviewing agencies in preparing an environmental assessment form (EAF). Not all questions asked in the EAF are answered by the EAF Mapper. Additional information on any EAF question can be obtained by consulting the EAF Workbooks. Although the EAF Mapper provides the most up-to-date digital data available to DEC, you may also need to contact local or other data sources to confirm data provided by the Mapper or to obtain data not provided by the Mapper.

Sources: Esri, HERE, Garmin, USGS, Intermap, INCREMENTAL, Navteq, Swisstopo, IGN, Esri, Japan, METI, Esri, China (Hong Kong), Esri Korea, Esri (Thailand), NGCC, (c) OpenStreetMap contributors, and the GIS User Community

Part 1 / Question 7 [Critical Environmental Area]	No
Part 1 / Question 12a [National or State Register of Historic Places or State Eligible Sites]	Yes
Part 1 / Question 12b [Archeological Sites]	Yes
Part 1 / Question 13a [Wetlands or Other Regulated Waterbodies]	Digital mapping data are not available or are incomplete. Refer to EAF Workbook.
Part 1 / Question 15 [Threatened or Endangered Animal]	No
Part 1 / Question 16 [100 Year Flood Plain]	No
Part 1 / Question 20 [Remediation Site]	Yes



APPLICATION SUMMARY

DATE: October 21, 2025

APPLICANT: Gallina Elmgrove LLC
1890 S. Winton Rd, Suite 100
Rochester, NY 14618

PROJECT ADDRESS: 325 Mile Crossing Blvd
Rochester, NY 14624

PROJECT SUMMARY: Gallina Development LLC is proposing the construction of a 33,900 sq. ft. office/warehouse building in the Town of Gates. The building will join 15 existing buildings in the Elmgrove Crossing Business Park. This building is considered a flex property to help cater to the demand for light industrial and flex space and will be divided into suites for tenants to be identified. The applicant is seeking approval of sales tax and mortgage recording tax exemptions only. The Benefit/Incentive ratio is 6:1.

PROJECT AMOUNT: \$4,982,000
EXEMPTIONS: \$279,640 Sales Tax Exemption
\$28,024 Mortgage Recording Tax Exemption

JOBS: EXISTING: 0 | FTEs
NEW: TBD | FTEs

PUBLIC HEARING DATE: October 16, 2025

BENEFIT TO INCENTIVE RATIO: 6:1

SEQR: REVIEWED AND PROCESS IS COMPLETE.

ELIGIBILITY: NEW COMMERCIAL CONSTRUCTION WITH INCREASE TO THE TAX BASE

APPROVED PURPOSE: JOB CREATION

County of Monroe Industrial Development Agency

MRB Cost Benefit Calculator

Date: October 21, 2025
 Project Title: Galina Elmgrove LLC
 Project Location: 325 Mile Crossing Blvd, Rochester, NY 14624



Economic Impacts

Summary of Economic Impacts over the Life of the PILOT

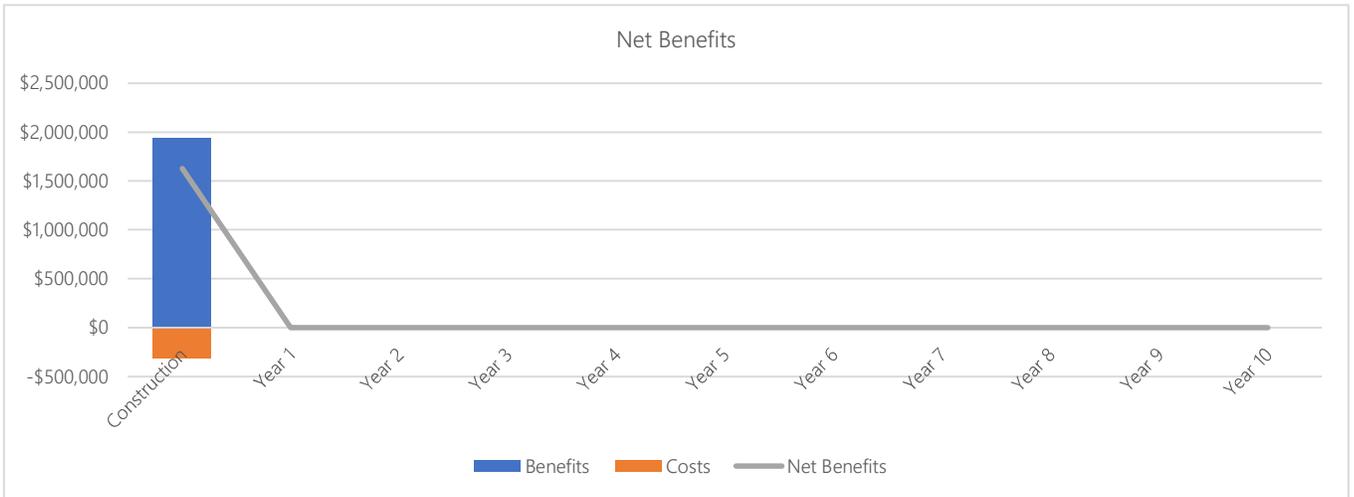
Project Total Investment

\$4,982,000

Temporary (Construction)			
	Direct	Indirect	Total
Jobs	25	6	31
Earnings	\$1,535,961	\$291,435	\$1,827,397
Local Spend	\$3,985,600	\$992,091	\$4,977,691

Ongoing (Operations)			
Aggregate over life of the PILOT			
	Direct	Indirect	Total
Jobs	0	0	0
Earnings	\$0	\$0	\$0

Figure 1



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

Figure 2

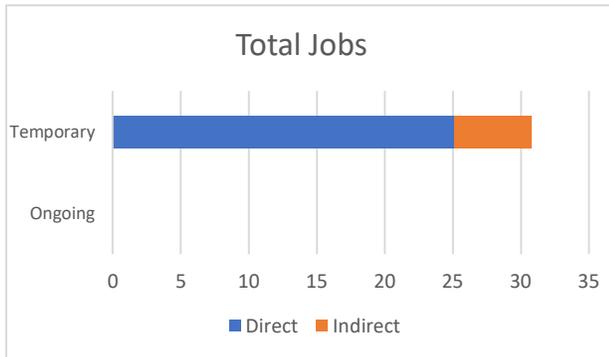
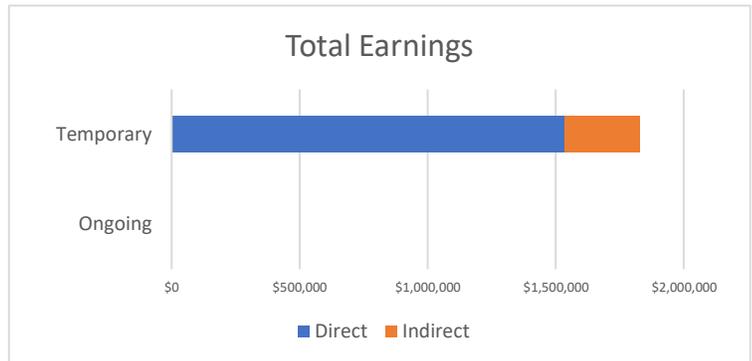


Figure 3



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	\$279,640	\$279,640
Local Sales Tax Exemption	\$139,820	\$139,820
State Sales Tax Exemption	\$139,820	\$139,820
Mortgage Recording Tax Exemption	\$28,024	\$28,024
Local Mortgage Recording Tax Exemption	\$9,341	\$9,341
State Mortgage Recording Tax Exemption	\$18,683	\$18,683
Total Costs	\$307,664	\$307,664

State and Local Benefits

	Nominal Value	Discounted Value*
Local Benefits	\$1,840,188	\$1,840,188
To Private Individuals	\$1,827,397	\$1,827,397
Temporary Payroll	\$1,827,397	\$1,827,397
Ongoing Payroll	\$0	\$0
Other Payments to Private Individuals	\$0	\$0
To the Public	\$12,792	\$12,792
Increase in Property Tax Revenue	\$0	\$0
Temporary Jobs - Sales Tax Revenue	\$12,792	\$12,792
Ongoing Jobs - Sales Tax Revenue	\$0	\$0
Other Local Municipal Revenue	\$0	\$0
State Benefits	\$95,025	\$95,025
To the Public	\$95,025	\$95,025
Temporary Income Tax Revenue	\$82,233	\$82,233
Ongoing Income Tax Revenue	\$0	\$0
Temporary Jobs - Sales Tax Revenue	\$12,792	\$12,792
Ongoing Jobs - Sales Tax Revenue	\$0	\$0
Total Benefits to State & Region	\$1,935,213	\$1,935,213

Benefit to Cost Ratio

	Benefit*	Cost*	Ratio
Local	\$1,840,188	\$149,161	12:1
State	\$95,025	\$158,503	1:1
Grand Total	\$1,935,213	\$307,664	6:1

*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
(Gallina Elmgrove LLC Project)
OSC Code 2602-25-029A

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 October 21, 2025 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 (i) ACKNOWLEDGING THE PUBLIC HEARING HELD BY THE AGENCY ON OCTOBER 16, 2025, WITH RESPECT TO A CERTAIN PROJECT (AS DEFINED BELOW) BEING UNDERTAKEN BY GALLINA ELMGROVE 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 (AS DEFINED BELOW); (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.

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, **GALLINA ELMGROVE LLC**, a New York limited liability company, for itself or a related entity formed or to be formed (collectively, the "Company") has requested that the Agency assist with a certain Project (the "Project"), consisting of: (A) the acquisition of a leasehold interest in a portion of an approximately 3.51-acre parcel of vacant land located at 325 Mile Crossing Boulevard in the Town of Gates, New York 14624 and all other lands in the Town of Gates where, by license or easement or other agreement, the Company or its designees are making improvements that benefit the Project (the "Land"); (B) the construction thereon of an approximately 33,900 square-foot office/warehouse flex building anticipated to be split into separate suites (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"); 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, pursuant to Section 859-a of the Act, on Thursday, October 16, 2025, at 11:00 a.m., local time, in the Supervisor's Conference Room at the Gates Town Hall, 1605 Buffalo Road, Rochester, New York 14624, the Agency held a public hearing with respect to the Project and the proposed Financial Assistance (as defined below) being contemplated by the Agency, whereat interested parties were provided a reasonable opportunity, both orally and in writing, to present their views; 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, (ii) negotiate and enter into a lease agreement (the "Lease Agreement") and leaseback agreement (the "Leaseback Agreement") with the Company and (iii) provide financial assistance (the "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 Facility and (b) a partial mortgage recording tax exemption for financing relating to the Project; and

WHEREAS, the Company has agreed to indemnify the Agency against certain losses, claims, expenses, damages and liabilities which may arise in connection with the transactions contemplated by the lease 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' and

WHEREAS, the Planning Board of the Town of Gates (the "Planning Board"), as lead agency, conducted a review of the Project pursuant to the New York State Environmental Quality Review Act, Article 8 of the Environmental Conservation Law and its implementing regulations at 6 N.Y.C.R.R. Part 617 (collectively referred to as "SEQRA"), which resulted in the issuance of a negative declaration by the Planning Board, dated August 29, 2025 (the "Negative Declaration"), concluding the SEQRA process.

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 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 Facility 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 purposes 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) The Planning Board has conducted a review of the Project pursuant to Article 8 of the Environmental Conservation Law and 6 N.Y.C.R.R. Part 617 (collectively referred to as "SEQRA"). In addition to classifying the Project as an "Unlisted Action" pursuant to SEQRA, the Planning Board also issued a Negative Declaration on August 29, 2025, determining that the Project did not present a potential significant adverse environmental impact. The Agency, having reviewed the materials presented by the Company, further determines that the Project does not pose a potential significant adverse environmental impact and thus ratifies the Negative Declaration previously issued by the Planning Board pursuant to 6 N.Y.C.R.R. § 617.7.

Section 2. The Agency hereby determines that the acquisition of a leasehold interest in and the construction, equipping, repair and maintenance of the Facility by the Agency and the lease or sublease of the Facility to the Company will promote job opportunities, health, general prosperity and the economic welfare of the inhabitants of the County of Monroe and the people of the State of New York and improve their standard of living, thereby serving the public purposes of the Act and, therefore, the same is approved.

Section 3. The Agency hereby approves the cost/benefit report submitted by the Company listing the proposed cost/benefits of the Project.

Section 4. 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 acquisition, construction and equipping of the Project and hereby appoints the Company as the true and lawful agent of the Agency to acquire, construct and equip the Facility, and such appointment includes the following activities as they relate to the construction, erection, completion, use, repair and maintenance of the Improvements 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 Improvements or the Equipment: (i) all purchases, leases, rentals and other uses of tools, machinery and equipment in connection with acquiring, constructing, 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 acquiring, constructing, 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 Improvements, Land 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, 2027** (unless extended for good cause by the Executive Director, Deputy Director, Chairman or Vice Chairman of the Agency) if the Lease Agreement and Leaseback Agreement contemplated have not been executed and delivered. The Executive Director, Deputy Director, Chairman or Vice Chairman of the Agency are authorized and directed to execute and deliver to said agent an appropriate letter on Agency letterhead describing the authority granted under this resolution.

Section 5. 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 **\$3,495,500** which results in New York State and local sales and use tax exemption benefits ("sales and use tax exemption benefits") not to exceed **\$279,640**. 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; (ii) a mortgage (or mortgages), in connection with the financing of the Facility or portions thereof and including any refinancing thereof, securing an aggregate principal amount not to exceed **\$3,736,500**, resulting in a mortgage tax exemption not to exceed **\$28,024**; and (iii) a partial real property tax abatement.

Section 6. 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 7. The form and substance of the Lease Agreement and Leaseback Agreement (each in substantially the forms presented to the Agency and which, prior to the execution and delivery thereof, may be redated) are hereby approved.

Section 8. The Executive Director, Deputy Director, Chairman or Vice Chairman of the Agency are hereby authorized, on behalf of the Agency, to negotiate and execute (A) the Lease Agreement whereby the Company leases the Project to the Agency and (B) the related Leaseback Agreement conveying the Project back to the Company; provided, that, the rental payments under the Leaseback Agreement include payments of all costs incurred by the Agency arising out of or related to the Project and indemnification of the Agency by the Company for actions taken by the Company and/or claims arising out of or related to the Project.

Section 9. 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 mortgage, assignment of leases and rents, security agreement, UCC-1 Financing Statements and all documents reasonably contemplated by these resolutions or required by any lender identified by the Company (the "Lender") up to a maximum principal amount necessary to undertake the Project, acquire the Facility and/or finance or refinance equipment and other personal property and related transactional costs (hereinafter, with the Lease Agreement and Leaseback Agreement are collectively referred to as, the "Agency Documents"); and, where appropriate, the Secretary or Assistant Secretary of the Agency is hereby authorized to affix the seal of the Agency (if any) to the Agency Documents and to attest the same, all with such changes, variations, omissions and insertions as the Executive Director, Deputy Director, Chairman or Vice Chairman of the Agency shall approve, the execution thereof by the Executive Director, Deputy Director, Chairman or Vice Chairman of the Agency to constitute conclusive evidence of such approval; provided in all events recourse against the Agency is limited to the Agency's interest in the Project.

Section 10. 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 11. 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>
Lisa Bolzner				
Rhett King				
Norman Jones				
Raymond A. Ryerse Jr.				
Brian Hickey				
Truman Tolefree				

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 October 21, 2025, 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 21st day of October, 2025.

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: Gallina Elmgrove, LLC
 Address: 1890 S. Winton Road, Suite 100
 City/State/Zip: Rochester, NY 14618
 Tax Id No.: 84-4080451
 Contact Name: Evan Gallina
 Title: Member
 Telephone: 585-654-6650
 E-Mail: evan@gallinadev.com

B. Applicant's Legal Counsel

Name: Daniel Bryson
 Firm: Lacy Katzen
 Address: 600 Bausch & Lomb Place
 City/State/Zip: Rochester, NY 14604
 Telephone: 585-324-5714
 Email: dbryson@lacykatzen.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>Andrew R. Gallina</u>	<u>25 %</u>	<u>Member</u>
<u>Evan A. Gallina</u>	<u>25 %</u>	<u>Member</u>
<u>Robert A. Gallina</u>	<u>25 %</u>	<u>Member</u>
<u>Lauren Gallina Payne</u>	<u>25 %</u>	<u>Member</u>
<u> </u>	<u> </u>	<u> </u>
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II. PROJECT

A. Address of proposed project facility

Address: 325 Mile Crossing Blvd

Tax Map Parcel Number: _____

City/Town/Village: Rochester

School District: Gates

Zip: 14624

Current Legal Owner of Property:

Gallina Elmgrove, LLC

B. Benefits Requested (Check all that apply)

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

C. Description of project (check all that apply)

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

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

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

Are the user and owner related entities? Yes No

Company Name: _____

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: _____

Proposed Commencement Date of Construction: 3/1/2026

Anticipated Completion Date: 6/30/2027

G. Contractor(s)

Gal-Son Development, Inc.

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.

Assistance is necessary to help control the ever rising costs of new construction in todays market. Without assistance on this project, we would be forced to charge more to our end users and potentially lose them from having a place of business in Monroe County.

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

Yes No

Location: _____

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

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

Yes No

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

- K. State Environmental Quality Review (SEQR) Act Compliance
COMIDA, in granting assistance to the Applicant, is required to comply with the New York State Environmental Quality Review Act (SEQR).
Does the proposed project require discretionary permit, license or other type of approval by the state or local municipality?

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

NO

II. PROJECT (cont'd)

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

NAICS Code: _____

The project at 325 Mile Crossing Blvd. consists of a 33,900 sq. ft. speculative office / warehouse "flex" building in the Town of Gates, New York. The building will have the ability to be demised into suites as small as 4,600 sq. ft. and will be conventional construction with insulated metal panels and roof deck. 325 Mile Crossing Blvd. will join fifteen (15) other properties in Elmgrove Crossing, a business park established in 2001. The building will contain 6" reinforced concrete floors, insulated (R-20) membrane roofing system with 10 year warranty, 400-amp+, 3 phase electrical service, 16' clear span ceiling height under bar joists, tinted insulated windows with thermally broken frames and a wet sprinkler system with 24-hour monitoring system. The site contains ample direct access parking, and each unit will be individually identified with a separate entrance and have separate utilities, restrooms, and loading facilities as needed. Developer equity will cover the balance of costs between ESL funds and total project costs.

Elmgrove Crossings Business Park is currently over 95% occupied and continues to see strong demand in the market. Since 2020, we have constructed three new buildings, which have all received COMIDA benefits. These benefits have helped keep our overall project costs to a minimum, which has allowed us to lease the space to our tenants at more competitive prices. Our tenancy includes a mix of national and local businesses, which help foster job creation in our community.

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. \$ 2,885,000
- b. Labor b. \$ 1,135,000

Site Work

- c. Materials c. \$ 610,500
- d. Labor d. \$ 80,000
- e. Non-Manufacturing Equipment e. \$ _____
- f. Manufacturing Equipment f. \$ _____
- g. Equipment Furniture and Fixtures g. \$ _____
- h. Land and/or Building Purchase h. \$ 175,500
- i. Soft Costs (Legal, Architect, Engineering) i. \$ 96,000
- Other (specify) j. _____ j. \$ _____
- k. _____ k. \$ _____
- l. _____ l. \$ _____
- m. _____ m. \$ _____

Total Project Costs \$ 4,982,000
(must equal Total Sources)

B. Sources of Funds for Project Costs:

- a. Tax-Exempt Industrial Revenue Bond a. \$ _____
- b. Taxable Industrial Revenue Bond b. \$ _____
- c. Bank Financing c. \$ 3,736,500
- d. Public Sources d. \$ _____

Identify each state and federal grant/credit

_____ \$ _____
 _____ \$ _____
 _____ \$ _____
 _____ \$ _____

e. Equity \$ 1,245,500

TOTAL SOURCES \$ 4,982,000
(must equal Total Project Costs)

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

Yes No

If yes, please specify bank, underwriter, etc.

ESL Federal Credit Union
Alex Rozaklis

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

Use additional sheets as necessary

Company Name _____

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

Estimated Costs Eligible for Sales Tax Exemption Benefit

- a. Materials a. \$ _____
- b. Labor b. \$ _____
- c. Non-Manufacturing Equipment c. \$ _____
- d. Manufacturing Equipment d. \$ _____
- e. Furniture and Fixtures e. \$ _____

Other (specify): f. _____ f. \$ _____
 g. _____ g. \$ _____
 h. _____ h. \$ _____
 i. _____ i. \$ _____

Total Project Costs \$ _____

**Value of Incentives
Galina Elmgrove LLC**

A. IDA PILOT Benefits:	
Current Assessment	\$251,300
Value of New Construction & Renovation Costs	\$3,495,500
Estimated New Assessed Value Subject to IDA	\$3,746,800
Current Taxes	\$0
Current Taxes Escalator	2%
PILOT Terms - Years	10
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:	\$279,640
Estimated duration of ST exemption:	12/31/2027
C. Mortgage Recording Tax Exemption (MRTE) Benefit:	
Estimated Value of MRTE:	\$28,024
D. Industrial Revenue Bond Benefit	
IRB inducement amount:	\$0
E. Percentage of Project Costs financed from Public Sector sources:	
Total Value of Incentives:	\$307,664
Project Construction Costs:	\$4,982,000
	6.18%

PILOT Schedule

PILOT Year	% Abatement	County PILOT Amount	Local PILOT Amount	School PILOT Amount	Total PILOT Amount	Full Tax Payment w/o PILOT***	Net Exemption**
	Total	\$0	\$0	\$0	\$0	\$0	\$0
1	90%	\$0	\$0	\$0	\$0	\$0	\$0
2	80%	\$0	\$0	\$0	\$0	\$0	\$0
3	70%	\$0	\$0	\$0	\$0	\$0	\$0
4	60%	\$0	\$0	\$0	\$0	\$0	\$0
5	50%	\$0	\$0	\$0	\$0	\$0	\$0
6	40%	\$0	\$0	\$0	\$0	\$0	\$0
7	30%	\$0	\$0	\$0	\$0	\$0	\$0
8	20%	\$0	\$0	\$0	\$0	\$0	\$0
9	10%	\$0	\$0	\$0	\$0	\$0	\$0
10	0%	\$0	\$0	\$0	\$0	\$0	\$0

VII. PROJECTED EMPLOYMENT

Complete for each Applicant or User/Tenant

Company Name: _____

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)				
Part Time (PTE)				
Total				

** 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 Gallina Elmgrove, LLC / Gal-Son Development, Inc.

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.

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

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

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

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

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

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

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

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

EAG

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.

EAG

Exemption Process

Initial

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

- 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.
- 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);
- 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).
- 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.

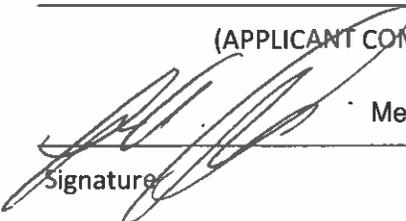
The foregoing terms have been read, reviewed and understood by the Applicant or User/Tenant and all appropriate personnel. Furthermore, the undersigned agrees and understands that the information contained herein must be transmitted and conveyed in a timely fashion to all applicable subcontractors, suppliers 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.

Gallina Elmgrove, LLC

(APPLICANT COMPANY)

(TENANT COMPANY)


 Signature _____, Title Member, Date 10/2/25

 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.

Gallin Elmgrove, LLC

(APPLICANT COMPANY)

(TENANT COMPANY)

[Signature] Member 10/2/25
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

Gallina Elmgrove, LLC

 Member
 Signature _____, Title _____ Date 10/2/25

TENANT COMPANY

 Signature _____, Title _____ Date _____





Town of Gates

Supervisor
Cosmo A. Giunta

Planning Board Chairman
Juan Ruiz

August 29, 2025

MRB Group
Attention: Tom Fromberger
145 Culver Rd Suite 160
Rochester, NY 14520

Re: Galina Development
322 Mile Crossing Blvd. (Lot 20)

Town Council
Lee A. Cordero
Christopher B. DiPonzio
Andrew Loughlin
Steve Tucciarello

Dear Mr. Fromberger:

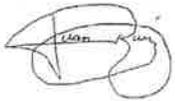
As you are aware, the Gates Planning Board, held a Public Hearing on, Monday, August 25, 2025. At that meeting, the Board declare this an Unlisted Action and based on the review of the impacts on the environment that the board has discussed and the town engineer has reviewed, and the board is Granting a negative declaration of environmental significance and no further SEQR action is required. As well at this meeting the Board **GRANTED Final Site Plan Approval of Galina Development** located at **325 Mile Crossing Blvd (Lot 20)** in a **Limited Industrial District** with the following initial conditions:

- Incorporate all responses outlined on the comment letter from the Town Engineer referring to the **New Plan** into the Final Plan.
- All conditions of the Preliminary Site approval are to be incorporated into the Final Plan.
- The Fire Marshal must review and approve the Site Plans before the signature of the Planning Board Chairman.
- All regulatory agency stamps of approval, including from the Fire Marshal, must be affixed to the Final Plan prior to the Planning Board Chairman's signature.
- A letter of credit, sufficient to cover drainage and landscaping along with certified as-builts, must be submitted to the Director of Public Works.
- The building must be constructed according to the renderings and building samples presented to the Planning Board.
- All comments from the New York State Department of Transportation must be incorporated into the Final Plan.
- The Applicant must pay particular attention to the maintenance and cleanliness of the bordering roads to the property during the construction phase, to the satisfaction of the Town's Department of Public Works.
- The applicant must submit the Final Site Review Fee to the Town of Gates prior to the Planning Board Chairman's signature on the Final Plan.
- Building elevations and materials must adhere to the approved specifications.
- No outside storage of vehicles and/or materials will be permitted on the property.

- Compliance with conditions set by the Monroe County Department of Planning and Development is required.
- The Dumpster Enclosure must be shown on the Final Plan.
- The drainage report must be incorporated into the Final Plan.
- All necessary easement agreements must be reviewed and approved by the Town Attorney.
- All signage is to conform to the Town of Gates standards.
- A detailed lighting plan must with catalogs and photometrics must be included in the Final Plan.
- All **requirements from the DEC including Approval Letter** are to be included in the Final Site Plan.

MOTION PASSED: FINAL SITE PLAN APPROVED

Very truly yours,
Town of Gates
PLANNING BOARD



Juan Ruiz, Chairman

MW/LA

cc: Town Files,
Town Board Members,
John DiCaro, Town Attorney

Short Environmental Assessment Form

Part 1 - Project Information

Instructions for Completing

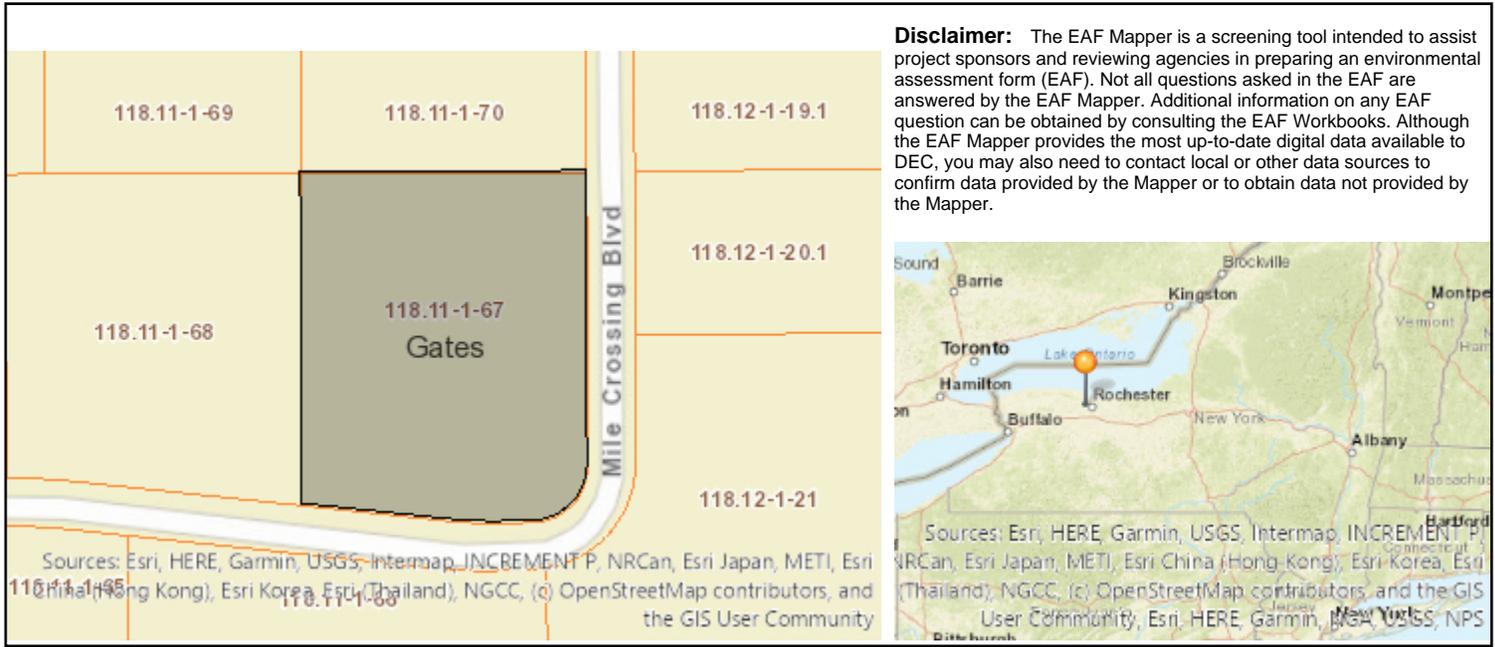
Part 1 – Project Information. The applicant or project sponsor is responsible for the completion of Part 1. Responses become part of the application for approval or funding, are subject to public review, and may be subject to further verification. Complete Part 1 based on information currently available. If additional research or investigation would be needed to fully respond to any item, please answer as thoroughly as possible based on current information.

Complete all items in Part 1. You may also provide any additional information which you believe will be needed by or useful to the lead agency; attach additional pages as necessary to supplement any item.

Part 1 – Project and Sponsor Information			
Name of Action or Project:			
Project Location (describe, and attach a location map):			
Brief Description of Proposed Action:			
Name of Applicant or Sponsor:		Telephone:	
		E-Mail:	
Address:			
City/PO:		State:	Zip Code:
1. Does the proposed action only involve the legislative adoption of a plan, local law, ordinance, administrative rule, or regulation? If Yes, attach a narrative description of the intent of the proposed action and the environmental resources that may be affected in the municipality and proceed to Part 2. If no, continue to question 2.		NO <input type="checkbox"/>	YES <input type="checkbox"/>
2. Does the proposed action require a permit, approval or funding from any other government Agency? If Yes, list agency(s) name and permit or approval:		NO <input type="checkbox"/>	YES <input type="checkbox"/>
3. a. Total acreage of the site of the proposed action? _____ acres			
b. Total acreage to be physically disturbed? _____ acres			
c. Total acreage (project site and any contiguous properties) owned or controlled by the applicant or project sponsor? _____ acres			
4. Check all land uses that occur on, are adjoining or near the proposed action:			
5. Urban Rural (non-agriculture) Industrial Commercial Residential (suburban)			
<input type="checkbox"/> Forest Agriculture Aquatic Other(Specify):			
<input type="checkbox"/> Parkland			

<p>5. Is the proposed action,</p> <p>a. A permitted use under the zoning regulations?</p> <p>b. Consistent with the adopted comprehensive plan?</p>	NO	YES	N/A
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<p>6. Is the proposed action consistent with the predominant character of the existing built or natural landscape?</p>	NO	YES	
	<input type="checkbox"/>	<input type="checkbox"/>	
<p>7. Is the site of the proposed action located in, or does it adjoin, a state listed Critical Environmental Area?</p> <p>If Yes, identify: _____</p>	NO	YES	
	<input type="checkbox"/>	<input type="checkbox"/>	
<p>8. a. Will the proposed action result in a substantial increase in traffic above present levels?</p> <p>b. Are public transportation services available at or near the site of the proposed action?</p> <p>c. Are any pedestrian accommodations or bicycle routes available on or near the site of the proposed action?</p>	NO	YES	
	<input type="checkbox"/>	<input type="checkbox"/>	
	<input type="checkbox"/>	<input type="checkbox"/>	
	<input type="checkbox"/>	<input type="checkbox"/>	
<p>9. Does the proposed action meet or exceed the state energy code requirements?</p> <p>If the proposed action will exceed requirements, describe design features and technologies:</p> <p>_____</p> <p>_____</p>	NO	YES	
	<input type="checkbox"/>	<input type="checkbox"/>	
<p>10. Will the proposed action connect to an existing public/private water supply?</p> <p>If No, describe method for providing potable water: _____</p> <p>_____</p>	NO	YES	
	<input type="checkbox"/>	<input type="checkbox"/>	
<p>11. Will the proposed action connect to existing wastewater utilities?</p> <p>If No, describe method for providing wastewater treatment: _____</p> <p>_____</p>	NO	YES	
	<input type="checkbox"/>	<input type="checkbox"/>	
<p>12. a. Does the project site contain, or is it substantially contiguous to, a building, archaeological site, or district which is listed on the National or State Register of Historic Places, or that has been determined by the Commissioner of the NYS Office of Parks, Recreation and Historic Preservation to be eligible for listing on the State Register of Historic Places?</p> <p>b. Is the project site, or any portion of it, located in or adjacent to an area designated as sensitive for archaeological sites on the NY State Historic Preservation Office (SHPO) archaeological site inventory?</p>	NO	YES	
	<input type="checkbox"/>	<input type="checkbox"/>	
	<input type="checkbox"/>	<input type="checkbox"/>	
<p>13. a. Does any portion of the site of the proposed action, or lands adjoining the proposed action, contain wetlands or other waterbodies regulated by a federal, state or local agency?</p> <p>b. Would the proposed action physically alter, or encroach into, any existing wetland or waterbody?</p> <p>If Yes, identify the wetland or waterbody and extent of alterations in square feet or acres: _____</p> <p>_____</p> <p>_____</p>	NO	YES	
	<input type="checkbox"/>	<input type="checkbox"/>	
	<input type="checkbox"/>	<input type="checkbox"/>	

14. Identify the typical habitat types that occur on, or are likely to be found on the project site. Check all that apply: <input type="checkbox"/> Shoreline <input type="checkbox"/> Forest Agricultural/grasslands Early mid-successional <input type="checkbox"/> Wetland <input type="checkbox"/> Urban Suburban		
15. Does the site of the proposed action contain any species of animal, or associated habitats, listed by the State or Federal government as threatened or endangered?	NO	YES
	<input type="checkbox"/>	<input type="checkbox"/>
16. Is the project site located in the 100-year flood plan?	NO	YES
	<input type="checkbox"/>	<input type="checkbox"/>
17. Will the proposed action create storm water discharge, either from point or non-point sources? If Yes, a. Will storm water discharges flow to adjacent properties? b. Will storm water discharges be directed to established conveyance systems (runoff and storm drains)? If Yes, briefly describe: _____ _____	NO	YES
	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>
18. Does the proposed action include construction or other activities that would result in the impoundment of water or other liquids (e.g., retention pond, waste lagoon, dam)? If Yes, explain the purpose and size of the impoundment: _____ _____	NO	YES
	<input type="checkbox"/>	<input type="checkbox"/>
19. Has the site of the proposed action or an adjoining property been the location of an active or closed solid waste management facility? If Yes, describe: _____ _____	NO	YES
	<input type="checkbox"/>	<input type="checkbox"/>
20. Has the site of the proposed action or an adjoining property been the subject of remediation (ongoing or completed) for hazardous waste? If Yes, describe: _____ _____	NO	YES
	<input type="checkbox"/>	<input type="checkbox"/>
I CERTIFY THAT THE INFORMATION PROVIDED ABOVE IS TRUE AND ACCURATE TO THE BEST OF MY KNOWLEDGE Applicant/sponsor/name: _____ Date: _____ Signature: <u>Thomas Hombarger</u> Title: _____		



Disclaimer: The EAF Mapper is a screening tool intended to assist project sponsors and reviewing agencies in preparing an environmental assessment form (EAF). Not all questions asked in the EAF are answered by the EAF Mapper. Additional information on any EAF question can be obtained by consulting the EAF Workbooks. Although the EAF Mapper provides the most up-to-date digital data available to DEC, you may also need to contact local or other data sources to confirm data provided by the Mapper or to obtain data not provided by the Mapper.

Part 1 / Question 7 [Critical Environmental Area]	No
Part 1 / Question 12a [National or State Register of Historic Places or State Eligible Sites]	No
Part 1 / Question 12b [Archeological Sites]	No
Part 1 / Question 13a [Wetlands or Other Regulated Waterbodies]	Yes - Digital mapping information on local, New York State, and federal wetlands and waterbodies is known to be incomplete. Refer to the EAF Workbook.
Part 1 / Question 15 [Threatened or Endangered Animal]	No
Part 1 / Question 16 [100 Year Flood Plain]	No
Part 1 / Question 20 [Remediation Site]	No

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: _____

Contact Name: _____ Contact Phone: _____

Contact Email: _____ Year program started: _____

Address: _____ City: _____ State: _____ Zip: _____

Tax EIN: _____

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.

Proposal to Administrator

POWERED BY
MCC & COMIDA

mpower
WORKFORCE DEVELOPMENT
@MONROE COUNTY

January 1, 2026 – December 31, 2026

Proposing Entity:



Monroe Community College

STATE UNIVERSITY OF NEW YORK

Brief Summary of Organization

Monroe Community College
1000 E. Henrietta Road
Rochester, NY 14623

Established in 1961, Monroe Community College (MCC) in upstate Rochester, New York is an associate-degree granting public institution. Having opened the doors to opportunity for more than a half a million students since fall 1962, MCC is western New York's largest community college. The mission of Monroe Community College is to provide a high-quality learning environment to a diverse community. In offering education and training opportunities, student success is the College's highest priority. As such, the College is committed to access, teaching excellence, comprehensiveness, lifelong learning, partnership building and economic development.

Monroe Community College has more than 100 degree and certificate programs, and grants associate degrees in arts, science, and applied science. It has cooperative degree programs with many four-year colleges. Monroe Community College is accredited by the Middle States Association of Colleges and Secondary Schools and curricula are registered and approved by the New York State Department of Education. Monroe Community College employs over 1,300 faculty, professional staff, and administrators.

Monroe County and MCC launched the FWD Center (Finger Lakes Workforce Development Center) in early 2022, serving as a premier training center for the entire region; focusing on rapid training, retraining, and upskilling of technical middle-skilled workers that continue to be needed by local employers. The FWD Center's ability to execute on the main pillars of the Mpower partnership is powerful. The FWD Center links education and training to the evolving needs of the regional workforce, which benefit Monroe County businesses by providing access to newly trained workers, and benefit individuals by transitioning displaced workers or career changers into self-sustaining jobs. With MCC as the lead point for Tech Hub workforce development interests between Buffalo and Syracuse, positioning support for Monroe County workers through Mpower enhances that prospect.

MCC's dedication to developing healthcare professionals with comprehensive, state-approved curricula continues abundantly. Initially delivered when the need was most critical during COVID, learning continues today with over 80 cohorts completing the Certified Nursing Assistants program since 2019 and joining the workforce or moving into patient-focused positions. The Medical Interpreter program has supported hundreds of participants now assisting non-English speaking patients with services to enhance care in multiple County healthcare facilities.

The MCC Economic & Workforce Development Center expanded its information technology programming catalog in the past two years primarily for entry-level opportunities for job seekers and those needing additional credentials to advance in IT roles.

Individuals Assigned to the Mpower Project:

MCC will provide a dedicated Mpower team to administer the project: Julianna Frisch, Acting Mpower Program Director, and Ann Kuhn, Fiscal Manager, will be your day-to-day points of contact. The following is a complete list of highly qualified and experienced individuals assigned to work on the Mpower program. All have numerous years of experience in workforce development.

- Dr. Robin Cole Jr., Vice President, MCC Economic Development, Workforce and Career Technical Education, Mpower Program Leader/Senior Administrator. Dr. Cole will provide program oversight and strategic leadership as well as function as the primary contact with Monroe County and COMIDA leadership.
- Julianna Frisch, Acting Mpower Program Director and primary day-to-day point of contact. Ms. Frisch will provide oversight for all individual and employer program delivery including qualification and assessment of need, proposal development and budgeting, program implementation, organization/participant documentation and record keeping, reporting, evaluation, and program closeout. Ms. Frisch will act as liaison between MCC leadership, Monroe County and COMIDA to facilitate program updates and planning.
 - The full-time Technical Assistant will provide continued project coordination efforts to aid the Program Director.
 - Ms. Frisch and the Healthcare Program team will also manage the efforts to support participants in healthcare programs, most specifically the Certified Nursing Assistants and Medical Interpreter programs. She will provide oversight for all individual and employer program delivery options for learning in the healthcare catalog options.
- Ann Kuhn, MCC Manager, Operations, Project & Budget. Ms. Kuhn will manage the Mpower budget and provide quarterly reports to Monroe County leadership. Ms. Kuhn also leads intake of all individuals, assessing for eligibility, supporting retention and tracking program completion with the program directors. Ms. Kuhn will liaison with MCC and Monroe County leadership regarding budget and reporting related topics.
- Kristin Sine-Kinz, MCC Chief of Staff & Director, Marketing. Ms. Sine-Kinz will lead the program marketing plan development and implementation for all strategic and tactical promotional efforts and program messaging.
- Carly Rooney, MCC Marketing Manager. Ms. Rooney will work closely with the MCC Mpower team and play a key role in the execution of marketing plans. Ms. Rooney will liaison with MCC, Monroe County and COMIDA leadership regarding communication updates and strategic marketing plans.
- Siva Visveswaran, Director, FWD Center. Mr. Visveswaran will manage the efforts to support participants in the Industry 4.0 and IT programs. He will provide oversight for all individual and employer program delivery options for entry level learning in the advanced manufacturing and information technologies catalog options.
- Kelly Brown Lonis, MCC Director Corporate Relations Management and Mpower Participant Recruiter (incumbent workforce). Generates leads within advanced manufacturing, IT, and health care organizations and affiliates to secure opportunities for learning, development, and

upskilling workers for enhanced job growth and/or advancement. Serves as point of contact for participating industry leadership.

- Joe Snowden, MCC Manager, Education to Employment. Mr. Snowden is responsible for supporting education to employment pathways for learners as they transition through education and into the workforce. Job placement assistance is built into to the Mpower experience to help newly trained individuals find employment.

Scope of Work/Implementation Plan

Monroe Community College will continue to develop, implement, and manage the Mpower workforce development program in partnership with COMIDA. The objective of the program is to recruit and train workers in the high demand industry sectors of Healthcare, Advanced Manufacturing, IT, or upskill into advanced opportunities during the period between January 1, 2026 and December 31, 2026. To accomplish this objective, MCC will provide the team of experienced workforce development professionals. The team's vision and purpose will align with that of the workforce development strategy of the COMIDA organization.

MCC has an extensive catalog of credit and non-credit programming related to Health Care, Advanced Manufacturing, and IT, as well as a history of providing successful programs designed to rapidly upgrade the skills of entry-level and middle-skilled workers. The College uses labor market intelligence (<https://mccelmi.com/>) to provide occupational-based analyses that focus on measuring demand for middle-skilled occupations within the Finger Lakes region. This labor market intelligence will continue to enhance and inform the Mpower program's ability to identify areas of most need with specific industry partners in addressing employment gaps within industry sectors. MCC has further enhanced offerings by incorporating active career assessment and counseling to create pre-program assessment services for all career technical education and workforce students enrolling through MCC's Economic and Workforce Development Center. MCC plans to continue to utilize the automated lead process located at <https://workforceforward.com/mpower/>.

In collaboration with COMIDA and RochesterWorks!, the MCC Mpower team will recruit participants for inclusion in the program. The team assesses the needs of participants and industry partners, customizes training to suit their needs, and provides program curriculum, training/education space, equipment, instructors, and student tuition, fees, books, and tools. Due to its thorough assessment of industry partner needs, MCC is able to facilitate placement assistance to Mpower completers by connecting them to employers who are hiring, the MCC Career Center, and RochesterWorks!.

The MCC Mpower team will develop and execute a marketing plan highlighting the Mpower initiatives and be a steward of the Mpower brand while continuing with the existing identity. The marketing materials will be updated as needed, and a detailed marketing plan outlining development and execution will be developed. MCC will coordinate with COMIDA to ensure all desired objectives are included.

The Mpower program will maintain thorough records of participant enrollment, trainings provided, industry partners, and program costs, and will continue to submit quarterly status reports to include up-to-date statistics. In addition, MCC will be able to provide a program report in response to all County requests, as well as to COMIDA's board upon request by the Executive Director.

Experience

MCC has a lengthy history of successful implementation of federal, state, and local workforce development programs including Mpower from 2017-2025. Since 2017, and as of 2025 Q2, MCC has served approximately 3,391 participants.

Included as an addendum to this proposal is a snapshot of the most recent status and results provided to the County in the last Mpower quarterly report. Other highlights appear in the overviews of the request for the next 12 months.

Monroe Community College will complement the Mpower objectives by leveraging several of MCC's externally funded workforce projects including the SUNY Pre-Apprenticeship and Apprenticeship, SUNY Future of Work, ESL Mentorship, and ARPA. These projects are focused on providing tuition and support services for underrepresented populations seeking to enter the workforce or to upgrade their skills. These projects will work in tandem with Mpower to serve more students.

MCC partners with the highest quality training consultants, either part of the MCC faculty, adjuncts, or industry professionals with long-standing experience, success, and capacity to train the adult learner in an interactive, results- and solutions-based approach. MCC matches subject matter expertise and experience in adult learning instruction for delivery of curricula addressing industry skillsets in technical and skilled trades, process and project management, information and computer technology, health care, communication, supervisory, and leadership training. These instructional resources and skills-based programs consistently receive high evaluation scores for content and delivery. Each delivered program asks participants to complete evaluations on course content and instruction.

Fee Proposal: Proposed 12-month Budget: 1/1/2026 – 12/31/2026 (UPDATE 10-10-25)

Budget Category	Amounts
Project Management	
Technical Assistant (1.00 FTE)	\$55,315.00
Subtotal Personnel Salary/Wages	\$55,315.00
Technical Assistant Fringe	\$45,358.00
Subtotal Fringe Benefits	\$45,358.00
Computer Software (Salesforce/Forms Assembly)	\$17,500.00
Advertising/Marketing and Printing	\$45,000.00
Subtotal Other	\$62,500.00
Student Awards/Assistance (Tuition, Fees, Supportive Services, supplies, books, toolkits) Details listed on the following pages.	
Healthcare (115 students)	\$178,525
Advanced Manufacturing (16 welding; number of students varies for FWD Center programs depending on program)	\$82,197
Information Technology (number of students varies depending on program)	\$36,105
Consortium Training (number of students varies depending on program)	\$40,000
Student Support	\$336,827.00
TOTALS	\$500,000.00

Proposal Breakdowns: Healthcare, Advanced Manufacturing, IT, Consortium (contract training)

Healthcare

The Certified Nurse Assistant (CNA) program graduated 140 students between Sept. 1, 2024 and Aug. 31, 2025. Rochester Regional Health, St. John's, Friendly Home, and the Highland Living Center (URMC) sent employees to the program. The program also served students unattached to an employer seeking CNA certification and employment.

Program completion rate was 85%. Completers were successful in certification exam passage 89.4% of the time. 78.5% of the students who passed the exam have worked as a CNA in the last year, 8.6% deferred work to continue their education in another healthcare pathway (degree program).

Demand to serve open enrollment, non-attached participants grows with the community need. Many seek financial support to enroll, complete, become certified, and land employment in the Monroe County healthcare community. Since 2017, the CNA program has served over 20 long-term care facilities locally.

Combining SUNY pre-apprentice funds for each open enrollment CNA student (\$1,000 each), MCC Healthcare program's request **\$138,250** to support the balance of tuition and fees (\$2,975 total). Mpower funds would provide 70 students in 10 cohorts the opportunity to join the CNA workforce upon successful course and exam completion.

The Medical Interpreter program graduated 80 students between Sept. 1, 2024 and Aug. 31, 2025. Mpower supported the tuition and fees for many if these talented, bilingual individuals to enter the field. Over 50 of the recent graduates have confirmed employment with Raland Translation LLC, UNICEF, URMC, RCSD, Nazareth University, Jordan HC, Catholic Charities, KOP limited, Lifespan, OACES, IBERO, and BOCES.

Raland Translation LLC is by far the largest interpreting agency in the Monroe County area providing professional interpreting services for major medical facilities, educational institutions and human and social services. They're now a part of Adecco Group, a multinational human resources company.

For the past few years Raland has hired well over 200 interpreters, part time and full-time, who graduated from the MCC 48-hour Medical Interpreter (MI) Certificate program. In their own words, Raland relies heavily on credentialed interpreters from the MCC program in multiple language combinations to maintain their current business obligations and expand the pool of clients in the future with introduction of video remote interpreting.

Raland has a very strong presence in interpreting and language access industry, and presents a unique platform for professional growth of MI program graduates. Raland hopes to continue seeing MCC MI graduates among their future part time and full-time employees.

MCC requests **\$40,275** to support 45 medical interpreter students in the next 12 months.

TOTAL - \$178,525.00

Advanced Manufacturing/Automation/Welding and Fabrication

The Finger Lakes Workforce Development (FWD) Center offerings have grown to include 13 programs in advanced manufacturing, automation, smart factory learning and robotics since opening in May 2022.

- Certified Industry 4.0 Operator
- Certified Industrial Control Panel Technician
- Certified Industry 4.0 Control Systems Specialist
- Certified Industry 4.0 Process Control Technician
- FANUC Robotics Handling Tool Operation and Programming (certificate)
- FANUC Robotics Vision (certificate)
- Universal Robots Operator Training (Certified)
- Intro To Advanced Manufacturing
- Intro to 3D Printing
- Stratasys Operation and Programming (Certified)
- SACA Certification C-101 Advanced Manufacturing
- SACA Certification C-201 Electrical Systems
- SACA Certification C-211 Productive Maintenance Management

Several of the newest programs have provided completers with job positions or advancements at Baldwin Richardson Foods, LiDestri, Bausch & Lomb and Plug Power.

Leveraging additional support from the SUNY Future of Work grant and MCC Foundation awards, MCC requests Mpower support for students in the programs listed above with full tuition and fees of **\$42,197**. With consistent outreach to partners in industry seeking new employees with these credentials or to upskill incumbent workers on their advancing technologies, this support benefits the emerging tech hub partners with just-in-time skills. The number of students served January 1, 2025 – December 31, 2025 will vary depending on the customized needs of employers, programs enrolled, and/or the prior learning of the individual student.

Welding and Fabrication

In partnership with Arc+Flame Center, MCC Economic & Workforce Development Center trains future welders for immediate job placement. Leveraging Krupnicki Scholarships through the Arc+Flame Center, grants from agencies such as BOCES, Access VR, The American Welding Society and individuals who use loans and personal funds to pay for the nearly \$11,000 program, Mpower has provided funds for those determined to have the greatest need.

In the Spring 2025 Semester, 5 students received Mpower awards totaling \$12,700, based on need. Four of the 5 students completed the program with the 5th returning to class this Fall to complete his certifications. The four graduates are all employed in Monroe County, three in manufacturing and one in construction maintenance.

This Fall (2025) has seen record enrollment in the program with 3 full sections of welding students totaling 42 total students. Nine students this Fall were awarded a total of \$32,000 of Mpower funding, based on financial need and eligibility. The majority of the students enrolled in the program are attempting to improve their lives by pursuing a well-paid skilled trade with high employment potential.

The relatively high cost of the program driven by intensity of instruction, materials, and required protective equipment means most students must be very resourceful in arranging their funding. Currently, traditional forms of financial aid (Pell & TAP) are not available to this type of non-credit program and students are very appreciative of the financial assistance provided by the Mpower funds. Early enrollment for the Spring semester is strong, indicating this program is filling a skilled trade pipeline deficiency that has been present for the past few years.

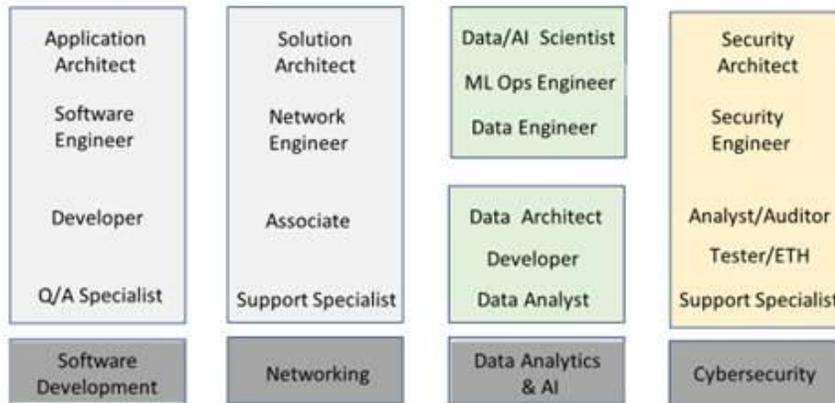
MCC's request for future support of individuals seeking the welding and fabrication program is to target eight students per semester beginning in January 2026 (and August 2026) for \$2,500 Mpower grants to support entry in the program, total **\$40,000**.

TOTAL - \$82,197.00

Information Technology (IT)

MCC's expanded Information Technology non-credit course catalog includes programming across a wide spectrum of entry-level learning aimed at fast-track completions and workforce readiness for positions in the bursting IT fields, supporting four career tracks: Software Development, Networking, Data Analytics & AI, and Cybersecurity.

IT Tracks & Roles



More than 60 students completed IT programs during the current Mpower program. The focus for the use of Mpower support for IT professionals includes the following programs that have netted jobs or elevated positions for completers.

- CompTIA ITF+ IT Foundation
- CompTIA A+ Network+ Certification/CCST
- Cisco Certified Network Associate (CCNA) Part 1
- Data Analytics Foundation
- Data Engineering Foundation using Python
- Web Designer 2
- Web Designer 3

MCC requests **\$36,105** of Mpower support for the students and programs above to support 90% of tuition and fees. The number of students served January 1, 2025 – December 31, 2025 will vary depending on the customized needs of employers, the courses enrolled, and/or the prior learning of the individual student.

TOTAL - \$36, 105.00

Consortium Training (Contracts with Organizations – Upskilling Incumbent Workers)

Dozens of Monroe County organizations have benefitted from Mpower support for the upskilling of their incumbent workers since the onset of the program. Custom deliveries in optics, process improvement, project management, industrial skills like blue print reading and geometric dimensioning and tolerancing have support expansion, growth, and employee development to retain critical workers.

The focus for the use of Mpower support for organizations in the future will focus on similar like programming, especially around technology, automation, and advanced manufacturing.

Training Programs delivered in the previous contract included:

Gleason: Living Safety Every Day Training Spring 2025

Description: The “Living Safety Every Day” program aims to transform executive leaders into safety champions, capable of influencing compliance and fostering a proactive safety culture. Through a combination of knowledge-building, practical application, and continuous improvement, executive and operation leaders will be equipped to lead their manufacturing plant towards excellence in safety. Participant total: 60 – Mpower support - \$4,094.

Bausch & Lomb: OTJ Trainer Development –Spring 2025

Description: This train-the-trainer course prepares individuals to deliver one-on-one training in an industry setting. Knowledge transfer for newer employees to quickly complete tasks around equipment, automation, and is the focus of this learning. Employees and employers see greater efficiency faster after learned complete this program. This hands-on course includes extensive practice to apply skills taught. Participant total: 32 - Mpower support - \$1940.

From Bausch & Lomb – “Monroe Community College's Finger Lakes Workforce Development Center has played a crucial role in implementing a tailored "Train the Trainer" program for our Rochester Manufacturing organization. This program strikes the perfect balance between learning and practical application, enabling us to continuously enhance the skills of our manufacturing floor trainers.

Our trainers are now equipped with the knowledge to effectively deliver training to various adult learning styles, address roadblocks that may arise during sessions, and assess retention of information. As a result, they are not only training new hires more effectively but also providing valuable refreshers for current employees facing challenges in specific roles. The program's emphasis on individual learning styles, effective communication techniques, and retention testing has significantly boosted productivity and efficiency on our manufacturing floor.

Since our Certified Training Operators completed this program, we have noticed a marked improvement in their ability to conduct effective adult training. Our data shows that new hires

are retaining information more efficiently, a success we attribute to the trainers' skillful application of the concepts learned during the course.

This affordable and impactful program has become a prerequisite for our Floor Trainers involved in our Certified Trainer Operator (CTO) Program. We are grateful to Monroe Community College's Finger Lakes Workforce Development Center for providing us with opportunities to continually upskill our workforce. The program has made a lasting impact on our training processes, and we appreciate the convenience of having the instruction delivered directly to our facility, requiring only two sessions to complete. We highly recommend this program to any organization looking to enhance their training capabilities.”

Corporate partners seeking custom incumbent worker upskilling programs will be offered Mpower support if meeting the criteria that come from ongoing collaborative discussions between MCC and County officials overseeing the Mpower program.

MCC is proposing a change to the employer training opportunities where the company match is 50% of training contracts with Mpower supporting 50% of those contact costs. MCC requests **\$40,000** of Mpower support for Consortium Training.

TOTAL - \$40,000.00

MCC recommends the continuation of the following, Monroe County approved, protocol for the development of training contracts with employers, and the disbursement of financial aid monies to individuals for training purposes. It is the College’s intention to use this rubric for the distribution of all Mpower related monies.

NOTE MCC is proposing a change to the employer training opportunities outside current pipeline where the company match is 50% of training contracts with Mpower supporting 50% of those contact costs.

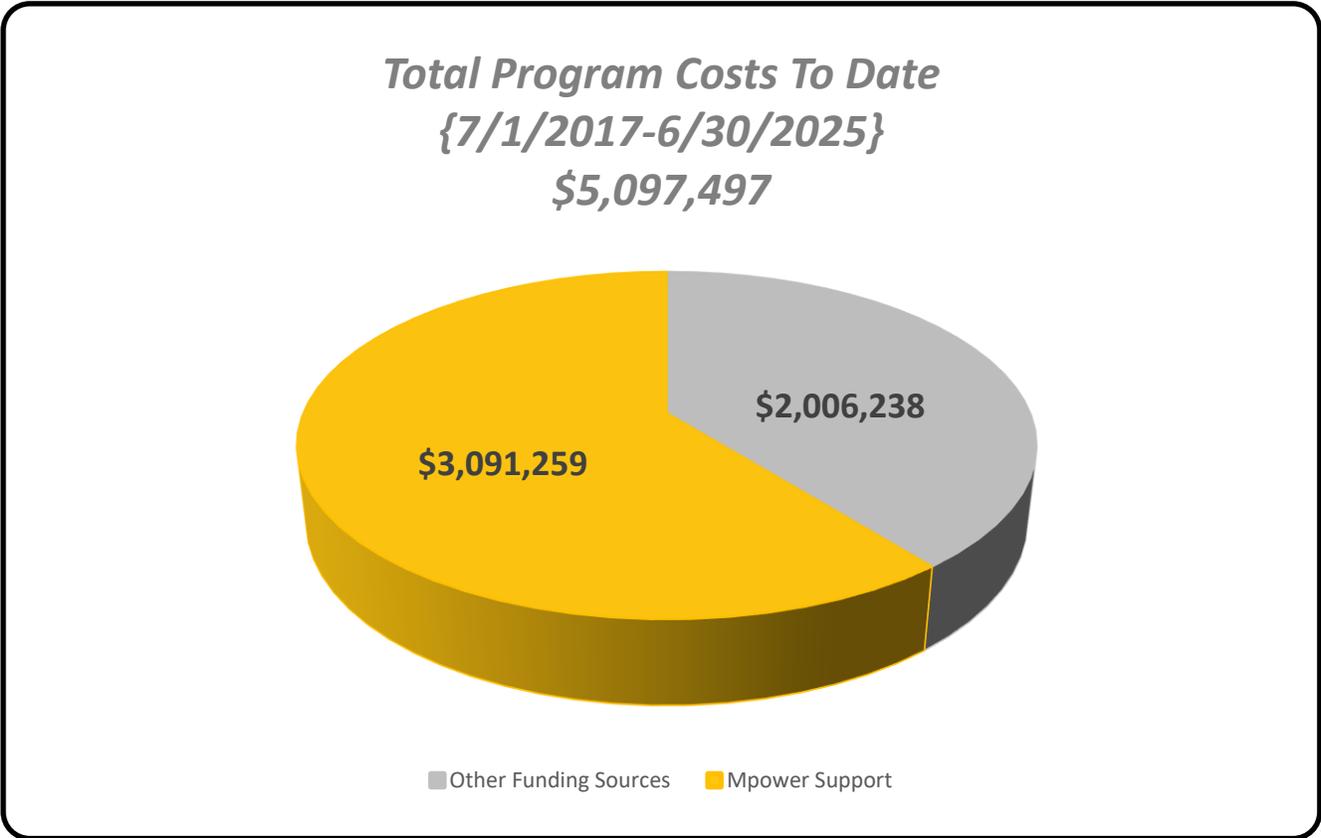
Audience	Financial Support Structure
<p><i>Individuals:</i></p> <ul style="list-style-type: none"> • Monroe County residents • Program of choice will be prioritized, but not exclusive, to the following industry sectors: <ul style="list-style-type: none"> ○ health care ○ advanced manufacturing ○ IT 	<ul style="list-style-type: none"> • Funds will be applied to the individual’s greatest area of need, on a case-by-case basis. • May be used for first, last, or total dollar financial aid. <ul style="list-style-type: none"> ○ In some situations, Mpower dollars will cover 100% of individual costs. ○ In other situations, Mpower dollars will bridge a financial gap in existing aid and remove the student financial barrier to participation.
<p><i>MCC/Employer Training Opportunities:</i></p> <ul style="list-style-type: none"> • Monroe County employer opportunities secured through the MCC Economic and Workforce Development Center. 	<p>All employer training contracts will be priced using the following formula.</p> <p><u>100% = Value of Training (instructional costs + coordination/operating costs)</u> 50% of total = funding from Mpower 50% of total = client match paid to MCC</p>
<p><i>Monroe County/Employer Training Opportunities:</i></p> <ul style="list-style-type: none"> • Offered as part of business attraction/economic development package. • Other scenarios as directed by the County. 	<p>Monroe County to advise re: contractual agreements on a case-by-case basis, with an option for Mpower to fully or partially subsidize training.</p> <p>Bi-weekly meetings will be conducted to account for County-originated opportunities, and discuss other business related to Mpower.</p>

Addendum

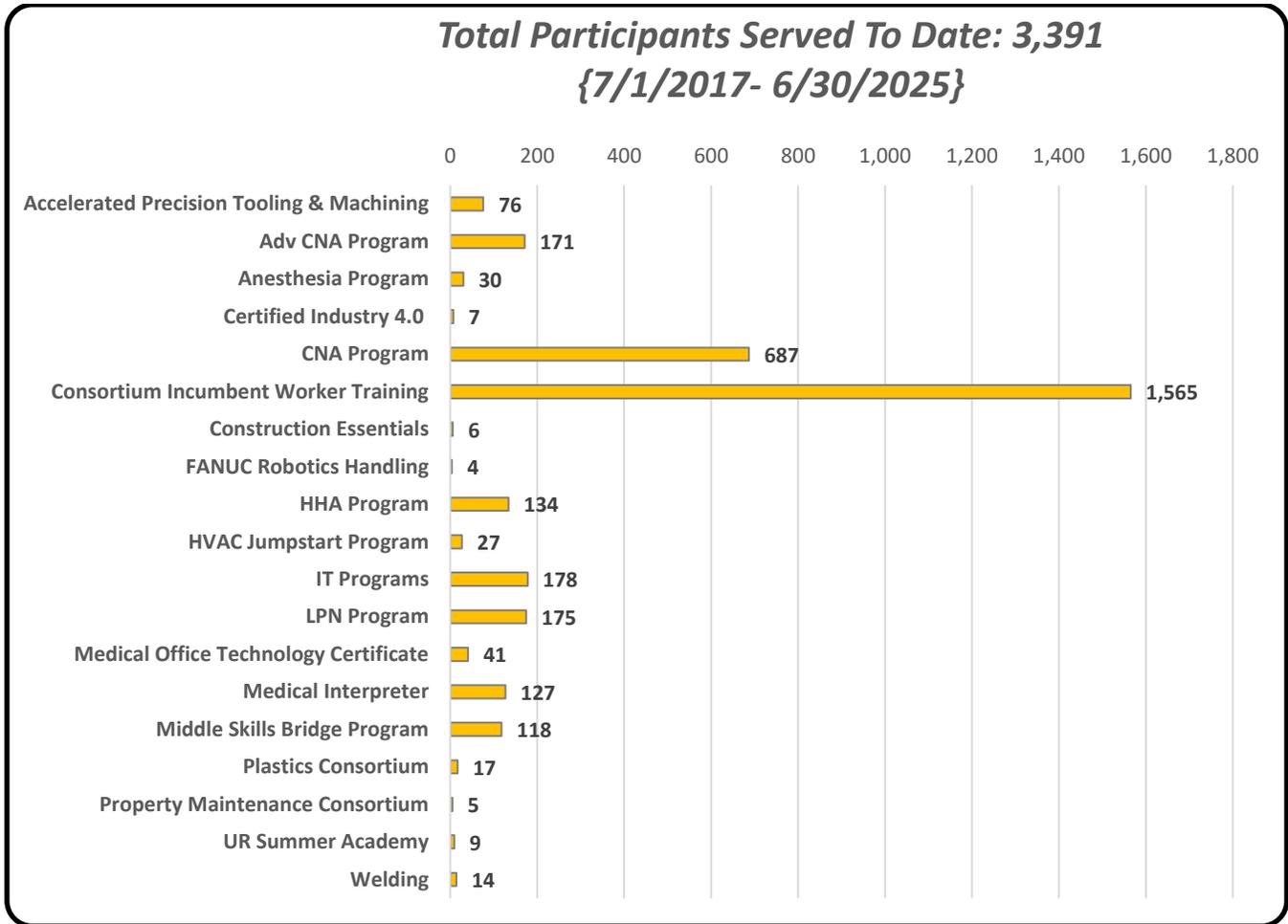
Status and Results Reported in Q2 Status Report Submitted July 15, 2025. Q3 Report will be provided by October 15, 2025.

<u>Program to Date:</u>	
Total Training Costs:	\$5,097,496.60
Total Mpower Support:	\$3,091,259.41
Total Participants Served:	3,391

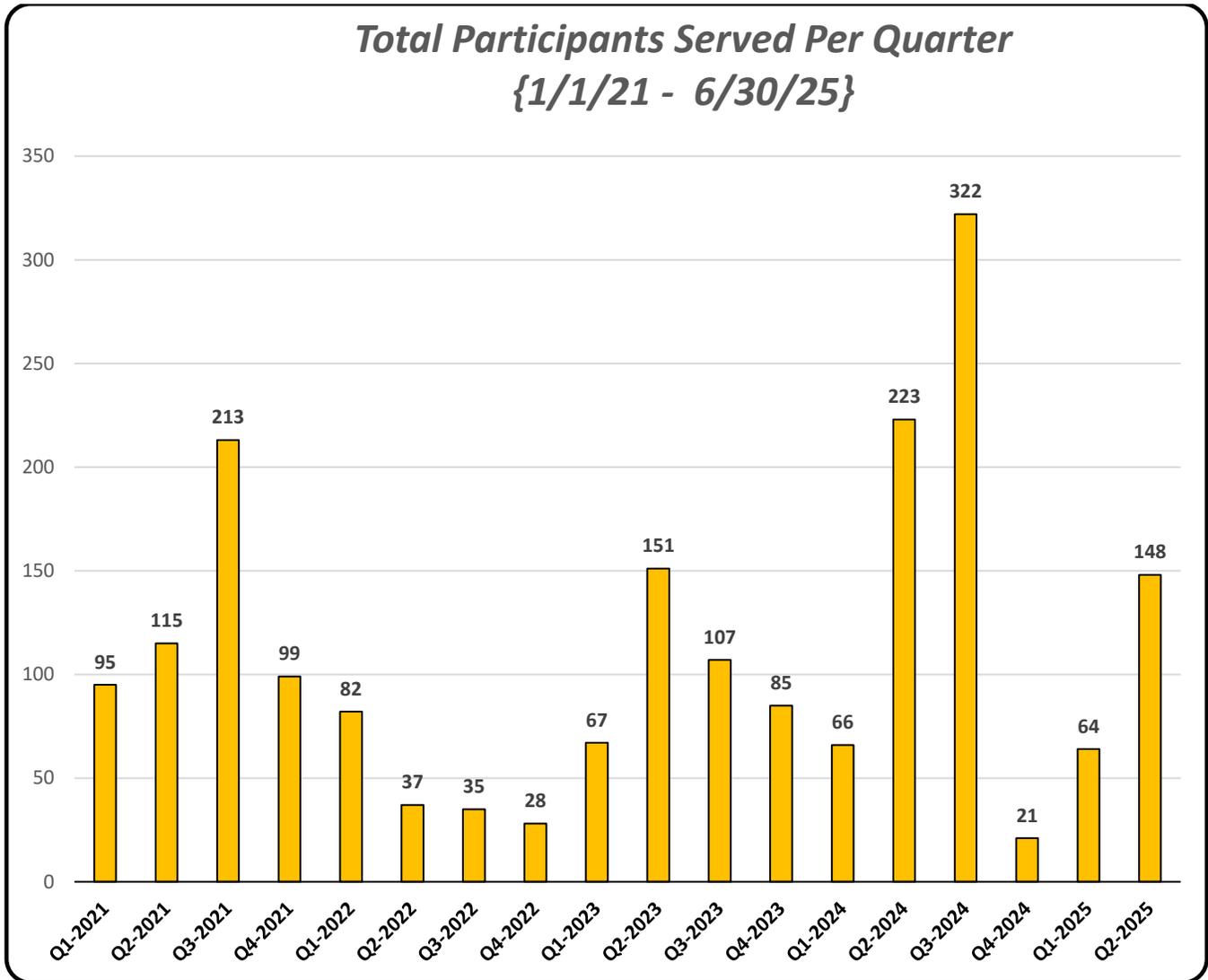
<u>April - June 2025:</u>	
Training Costs:	\$ 236,900.00
Mpower Support:	\$ 126,719.00
Participants Served:	148



Participants Served to date by Mpower Funding



Participants Served per Quarter by Mpower Funding



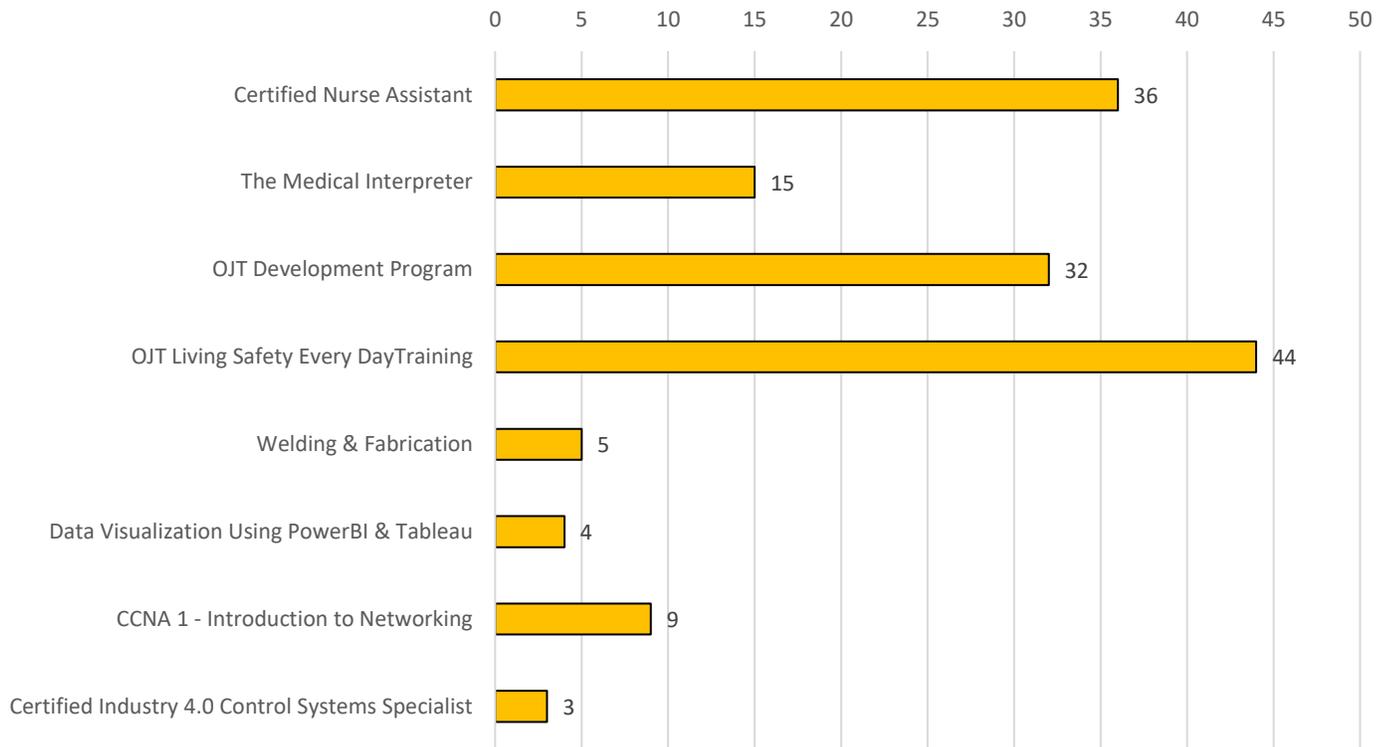
April 1 – June 30, 2025 Mpower Funding At-A-Glance

Program Funding Snapshot {4/1 - 6/30/25}
Mpower: \$126,719 / Total Program: \$236,900



April 1 – June 30, 2025 Mpower Participants At-A-Glance

Total Participants Served: 148
{4/1 - 6/30/25}



Monroe Community College Financial Documents

2025-2026 Operating Budget

Financial Statements: As of August 31, 2024 and 2023 Together with Independent Auditor's Report

Financial Highlights July 31, 2025

Single Audit Reports for the Year Ended August 31, 2024



COUNTY OF MONROE
COMIDA
 INDUSTRIAL DEVELOPMENT AGENCY

Dashboard

As of September 30, 2025

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
20	22	8	13	9	12	\$141,177,864	\$340,047,153

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
19	26	324	1245	411	704	35	168

Fees for Approved Projects (includes all app and agency fees)					
Total		Paid to Date		Outstanding	
2025 Projects YTD	2024 Projects YE	2025 Projects YTD	2024 Projects YE	2025 Projects YTD	2024 Projects YE
\$1,013,403	\$2,260,486	\$282,459	\$695,495	\$730,944	\$1,564,991

Workforce Development Fund Beginning Balance \$2,500,000					
Allocated Fee income		Committed Funds		Fund Balance	
2025 YE	2024 YE	2025	2024 YE	2025 YTD	2024 YE
\$58,795	\$1,403,284	\$3,756,089	\$2,479,000	\$985,363	\$82,079

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