



COUNTY OF MONROE  
**COMIDA**  
INDUSTRIAL DEVELOPMENT AGENCY

**BOARD MEETING MINUTES**  
**September 21, 2021**

Time & Place: 12:00 p.m. via Zoom

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

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

Chair Burr called the meeting to order at 12:05 p.m.

On motion by J. Popli, second by T. Milne, abstention by L. Bolzner as she was not at the previous meeting, all aye, minutes of the August 17, 2021 meeting were approved.

The local labor monitoring report for August 2021 was reviewed with no questions.

There were no exemptions approved in August to report on. B. Lafountain gave an update on the Amazon Gates project.

G. Genovese presented the financial report for August 2021.

Executive Director Liss presented the following projects for consideration:

**Precision Optical Transceivers.**

Precision Optical Transceivers, Inc. is a system engineering company focused on development of optical transceivers and related active/passive optical components. Precision Optical Transceivers is proposing to relocate its operations to an existing 43,000 square foot building in the Town of Henrietta. The \$3.4 million dollar project includes renovations and the purchase of machinery and equipment. The project is projected to create 35 new FTEs over the next three years. The applicant is seeking approval of sales tax exemptions only. The Benefit/Incentive ratio is 43:1.

The applicant was represented by David Halladay. The applicant confirmed awareness of the local labor policy and that exemptions must be requested 45 days in advance, and does not anticipate any local labor exemptions at this time. Ms. Baranello stated there were no comments at the public hearing which was held on September 17, 2021.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY TAKING OFFICIAL ACTION TO (i) ACKNOWLEDGE THE PUBLIC HEARING HELD BY THE AGENCY ON SEPTEMBER 17, 2021, WITH RESPECT TO A CERTAIN PROJECT BEING UNDERTAKEN BY PRECISION OPTICAL TRANSCEIVERS, INC., OR AN ENTITY FORMED OR TO BE FORMED (COLLECTIVELY, THE "COMPANY"); (ii) APPOINT THE COMPANY AS ITS AGENT TO UNDERTAKE THE PROJECT; (ii) PROVIDE FINANCIAL ASSISTANCE TO THE COMPANY IN THE FORM OF A SALES AND USE TAX EXEMPTION FOR PURCHASES AND RENTALS RELATED TO THE UNDERTAKING OF THE PROJECT; (iii) AUTHORIZE THE EXECUTION AND DELIVERY OF A PROJECT AGREEMENT AND RELATED DOCUMENTS; AND (iv) MAKE A DETERMINATION WITH RESPECT TO THE PROJECT PURSUANT TO SEQRA.

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

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

**J.D. & Sons, Inc.**

J.D. & Sons, Inc., a family run wholesale seafood processing company, is proposing construction of a new 28,000 square foot facility in the City of Rochester. Founded in 1988, J.D. & Sons focuses on processing fresh seafood from all over the world. The company is out of space in their current building and needs more space to accommodate growth. In addition to the new facility, J.D. & Sons intends to continue operations in their current location in the City of Rochester. The applicant is seeking approval of a JobsPlus property tax abatement, mortgage recording tax and sales tax exemptions. The \$5.6 million project will create 13 FTEs over the next three years. The benefit to incentive ratio is 18 : 1.

The applicant was represented by Ilias Diakomihalis and David Damelio. The applicant confirmed awareness of the local labor policy and that exemptions must be requested 45 days in advance, and does not anticipate any local labor exemptions at this time. Ms. Baranello stated there were no comments at the public hearing which was held on September 16, 2021.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY (i) ACKNOWLEDGING THE PUBLIC HEARING HELD BY THE AGENCY ON SEPTEMBER 16, 2021, WITH RESPECT TO A CERTAIN PROJECT BEING UNDERTAKEN BY JD & SONS, INC. (THE "COMPANY"); (ii) MAKING A DETERMINATION WITH RESPECT TO THE PROJECT PURSUANT TO SEQRA; (iii) APPOINTING THE COMPANY AS AGENT OF THE AGENCY; (iv) AUTHORIZING FINANCIAL ASSISTANCE TO THE COMPANY IN THE FORM OF (A) A SALES AND USE TAX EXEMPTION FOR PURCHASES AND RENTALS RELATED TO THE ACQUISITION, CONSTRUCTION AND EQUIPPING OF THE PROJECT, (B) A MORTGAGE RECORDING TAX EXEMPTION AND (C) A REAL PROPERTY TAX ABATEMENT STRUCTURED THROUGH A PAYMENT-IN-LIEU-OF-TAX AGREEMENT ("PILOT AGREEMENT"); AND (v) AUTHORIZING THE NEGOTIATION, EXECUTION AND DELIVERY OF A PROJECT AGREEMENT, LEASE AGREEMENT, LEASEBACK AGREEMENT, PILOT AGREEMENT AND RELATED DOCUMENTS WITH RESPECT TO THE PROJECT.

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

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

**Pack-Smart, Inc.**

Pack-Smart, Inc. is purchasing a building in the City of Rochester to develop its new North American headquarters for design, R&D and business development. Pack-Smart Inc. is an innovative,

performance-driven company that designs, engineers and manufactures high-performance, fully-automated, modular solutions for industrial and digital automation, printing, converting, personalization and packaging. AIM Photonics will remain as a tenant and will work with Pack-Smart, Inc. to attract high tech semiconductor based companies for collaboration to the facility. Pack-Smart, Inc. plans to create 16 new FTE's. The \$10 million project is seeking a real property tax abatement, mortgage recording tax and sales tax exemptions. The cost benefit ratio is 21:1.

The applicant was represented by Paul Tolley and Derek Dlugosh-Ostap. The applicant confirmed awareness of the local labor policy and that exemptions must be requested 45 days in advance, and does not anticipate any local labor exemptions at this time. Ms. Baranello stated there were no comments at the public hearing which was held on September 16, 2021.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY (i) ACKNOWLEDGING THE PUBLIC HEARING HELD BY THE AGENCY ON SEPTEMBER 16, 2021, WITH RESPECT TO A CERTAIN PROJECT BEING UNDERTAKEN BY PACK-SMART, INC., OR A RELATED ENTITY FORMED OR TO BE FORMED (THE "COMPANY"); (ii) MAKING A DETERMINATION WITH RESPECT TO THE PROJECT PURSUANT TO SEQRA; (iii) APPOINTING THE COMPANY AS AGENT OF THE AGENCY; (iv) AUTHORIZING FINANCIAL ASSISTANCE TO THE COMPANY IN THE FORM OF (A) A SALES AND USE TAX EXEMPTION FOR PURCHASES AND RENTALS RELATED TO THE ACQUISITION, RENOVATION AND EQUIPPING OF THE PROJECT, (B) A MORTGAGE RECORDING TAX EXEMPTION AND (C) A REAL PROPERTY TAX ABATEMENT STRUCTURED THROUGH A PAYMENT-IN-LIEU-OF-TAX AGREEMENT ("PILOT AGREEMENT"); AND (v) AUTHORIZING THE NEGOTIATION, EXECUTION AND DELIVERY OF A PROJECT AGREEMENT, LEASE AGREEMENT, LEASEBACK AGREEMENT, PILOT AGREEMENT AND RELATED DOCUMENTS WITH RESPECT TO THE PROJECT.

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

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

Executive Director Liss presented the following project modifications for consideration:

**The Flats, LLC/Spruce Risk Purchasing Group LLC**

The Flats, LLC is selling the project to Spruce Risk Purchasing Group LLC. Located in the City of Rochester, the project consists of student housing for the University of Rochester. The applicant is requesting approval of the sale of the facility and to assume the real property tax abatement.

The applicant was represented by Mark Wright and Mike Chihoski.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY (THE "AGENCY") AUTHORIZING THE

ASSIGNMENT BY FLATS, LLC D/B/A FLATS NY, LLC OF CERTAIN FINANCIAL ASSISTANCE IN CONNECTION WITH A CERTAIN PROJECT LOCATED AT 1500 SOUTH PLYMOUTH AVENUE AND 970 GENESEE STREET, EACH IN THE CITY OF ROCHESTER, NEW YORK, TO SPRUCE RISK PURCHASING GROUP LLC, OR A RELATED ENTITY FORMED OR TO BE FORMED, AND THE EXECUTION OF RELATED DOCUMENTS.

On motion by J. Popli to approve the resolution, second by R. King, all aye, the motion carried.

**Plymouth Terrace, LLC – PILOT Modification**

Plymouth Terrace, LLC a real estate holding company, constructed a 20,000 sq ft office/retail facility in the City of Rochester which was originally approved in March 2012. At the time, the project estimated to create 10 new jobs. Plymouth Terrace, LLC actively tried to find additional commercial tenants besides the US Postal Service to lease space in the building. With approval from the City of Rochester, in 2016 the decision was made to turn the unrented space to residential apartments. There are currently 2 jobs through the US Postal service and with the rest of the space turned into apartments, there is no opportunity to create any new jobs. Plymouth Terrace, LLC is requesting to amend the PILOT agreement and reduce the amount of jobs from 10 to 2. The City of Rochester is in support of the job creation adjustment.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY (THE "AGENCY") AUTHORIZING THE AMENDMENT OF THE PAYMENT-IN-LIEU-OF-TAX AGREEMENT, BY AND BETWEEN THE AGENCY AND PLYMOUTH TERRACE, LLC (THE "COMPANY"), WITH RESPECT TO THE JOBS CREATION REQUIREMENT AND THE EXECUTION AND DELIVERY OF CERTAIN DOCUMENTS IN CONNECTION THEREWITH.

On motion by J. Popli to approve the resolution, second by J. Alloco, all aye, the motion carried.

**American AeroGel Corporation – Increase and Extension**

American AeroGel Corporation, is the tenant to Buckingham Properties, LLC. American AeroGel manufactures insulated shipping packages that keep temperature-sensitive material safe by using performance-leading aerogel-based insulation. The project was approved by the board in September 2019 for a property tax abatement, sales tax and mortgage recording tax exemptions. American AeroGel received a sales tax exemption on materials, furniture and fixtures on purchases of \$450,000. An extension of the sales tax exemption was previously approved through June 30, 2021. The applicant is now requesting an increase in project costs of \$3,794,952 due to a revised agreement with the landlord on building improvements as well as an additional extension through December 31, 2021 to finish the project. The total project cost for the tenant is now \$4,419,952 and the new sales tax exemption benefit amount is not to exceed \$339,516.16.

The applicant was represented by Mike Williams and Jennifer Shepker.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY (THE "AGENCY") AUTHORIZING (i) ADDITIONAL FINANCIAL ASSISTANCE TO AMERICAN AEROGEL CORPORATION (THE "COMPANY") IN AMOUNTS EXCEEDING THE AMOUNTS APPROVED BY THE AGENCY IN ITS RESOLUTION ADOPTED ON SEPTEMBER 17, 2019 AND (ii) THE EXECUTION OF RELATED DOCUMENTS.

On motion by L. Bolzner to approve the resolution, second by J. Popli, all aye, the motion carried.

Executive Director Liss presented a motion to approve a contract with the Genesee Country Village and Museum for the 2021 Agricultural Fair for \$5,000. Upon motion by J. Alloco, second by R. King, all aye, the board approved the motion.

Executive Director Liss presented a motion to approve a contract with Camp Good Days and Special Times for the 2021 Courage Bowl for 10,000. Upon motion by L. Bolzner, second by J. Alloco, all aye, motion carried.

The Governance Committee Report was given by J. Popli. The Governance Committee met on September 17<sup>th</sup> to continue discussion on a housing policy. The committee recommended changes to the Local Labor policy and an adoption of a policy for Renewable Energy projects.

J. Popli called for a motion to amend the Local Labor Policy with respect to the warranty exemption and the addition of a bid process requirement, both effective January 1, 2022. Upon motion by J. Alloco, second T. Milne, all aye, motion carried.

Upon motion by J. Popli, second by L. Bolzner calling for a motion to adopt the Renewable Energy Policy as recommended by the governance committee, effective upon board approval, all aye, motion carried.

There being no further business the regular meeting of the Board was adjourned at 1:07 p.m.

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Lisa Bolzner, Secretary