



BOARD MEETING MINUTES
June 16, 2020

Time & Place: 12:00 p.m. via conference call per Governor's Executive Order 202.1

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

Board Absent: J. Alloco, A. Meleo

Also Present: R. Baranello, Esq., L. Birr, A. Clark, Legislator Delehanty, G. Genovese, R. Finnerty, J. Kase, B. Lafountain, A. Liss, K. Loewke, E. Rosenberg

Chair Burr called the meeting to order at 12:00 p.m.

On motion by T. Milne, second by J. Popli, all aye, the minutes of the May 19, 2020 meeting were approved.

K. Loewke presented the local labor report for May 2020.

B. Lafountain presented the Local Labor Exemptions Report for May 2020.

G. Genovese presented the financial report for May 2020.

Executive Director Liss presented the following project modifications for consideration:

Indus Lake Road II, LLC - Extension

Indus Lake Road II, LLC, a real estate holding company, affiliated with Indus Hospitality Group (IHG) is renovating Dollinger's Inn & Suites in the Town of Sweden, NY. Plans include renovating the current 21,000 sq.ft. hotel into a branded 40 unit Best Western Inn & Suites. The project property is contiguous to a distressed census tract. The project was approved by the board in February of 2020 for mortgage recording tax exemption, sales tax exemption on construction materials, furniture and fixtures and the JobPlus property tax abatement on the increase in assessment due to renovation. The applicant is seeking an extension of the sales tax exemption through December 31, 2020 as the project had to slow down due to the COVID-19 pandemic.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY (THE "AGENCY") AUTHORIZING THE EXTENSION OF THE SALES TAX EXEMPTION BENEFIT GRANTED TO INDUS LAKE ROAD II LLC (THE "COMPANY") THROUGH DECEMBER 31, 2020; AND THE EXECUTION OF RELATED DOCUMENTS.

On motion by R. King to approve the resolution, second by T. Milne, all aye, the motion carried.

337 UniverCity Living, LLC - Extension

337 UniverCity Living, LLC, (UniverCity) a real estate holding company, is redeveloping 337-345 University Ave., in the City of Rochester. The property located on University Ave. between Union and Alexander Streets, has been vacant since late 2017. UniverCity is creating 8 apartments, one of which will be affordable and ADA accessible, as well as 41 climate controlled self-storage units in the basement. The project was approved by the board in February of 2019 for mortgage recording tax exemption, sales tax

exemption on construction materials, furniture and fixtures and the JobPlus property tax abatement on the increase in assessment due to renovation. The applicant is seeking an extension of the sales tax exemption through December 31, 2020 as the project has experienced delays due to the COVID-19 pandemic.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY (THE "AGENCY") AUTHORIZING THE EXTENSION OF THE SALES TAX EXEMPTION BENEFIT GRANTED TO 337 UNIVERCITY LIVING, LLC (THE "COMPANY") THROUGH DECEMBER 31, 2020; AND THE EXECUTION OF RELATED DOCUMENTS.

On motion by T. Milne to approve the resolution, second by L. Bolzner, all aye, the motion carried.

Buckingham Properties LLC - Extension

Buckingham Properties, LLC (Buckingham), a commercial real estate and development company, modernizing and renovating an existing 49,000 square foot commercial office building in the City of Rochester. The new anchor tenant is Calero Software, LLC. The project was approved by the board in January of 2020 for sales tax exemption on construction materials and the JobsPlus property tax abatement on the \$1.4 million building investment. The applicant is seeking an extension of the sales tax exemption through June 30, 2021 as the project has experienced delays due to the COVID-19 pandemic and is still in progress.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY (THE "AGENCY") AUTHORIZING THE EXTENSION OF THE SALES TAX EXEMPTION BENEFIT GRANTED TO BUCKINGHAM PROPERTIES LLC (THE "COMPANY") THROUGH JUNE 30, 2021; AND THE EXECUTION OF RELATED DOCUMENTS.

On motion by R. King to approve the resolution, second by L. Bolzner, all aye, the motion carried.

Calero Software - Extension

Calero Software, LLC is the new tenant in a building being renovated by Buckingham Properties, LLC in the City of Rochester. The project was approved by the board in January of 2020 for sales tax exemption on materials, furniture, fixtures and equipment purchases on the \$850,000 investment. The applicant is seeking an extension of the sales tax exemption through December 31, 2020 as the project has experienced delays due to the COVID-19 pandemic.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY (THE "AGENCY") AUTHORIZING THE EXTENSION OF THE SALES TAX EXEMPTION BENEFIT GRANTED TO CALERO SOFTWARE, LLC (THE "COMPANY") THROUGH JUNE 30, 2021; AND THE EXECUTION OF RELATED DOCUMENTS.

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

Workplace Interiors - Extension

Workplace Interiors, LLC (WI) is a commercial distributor of office furniture and related services for business, healthcare facilities, educational institutions and government. WI is consolidating its office and warehouse to one location in the City of Rochester. The project was approved by the board in December of 2019 for sales tax exemption on construction materials, furniture, fixtures and equipment purchases on the \$1,000,000 investment. The applicant is seeking an extension of the sales tax exemption through December 31, 2020 as the project has experienced delays due to the COVID-19 pandemic.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY (THE "AGENCY") AUTHORIZING THE EXTENSION OF THE SALES TAX EXEMPTION BENEFIT GRANTED TO WORKPLACE INTERIORS, LLC (THE "COMPANY") THROUGH DECEMBER 31, 2020; AND THE EXECUTION OF RELATED DOCUMENTS.

On motion by L. Bolzner to approve the resolution, second by R. King, all aye, the motion carried.

SPS Medical Supply Corporation - Extension

SPS Medical Supply Corp. (SPS) is a manufacturer of biological indicators, chemical indicators and other products used to monitor sterilization of medical equipment. The company is constructing a 100,000 SF addition to their 38,000 SF facility in the Town of Henrietta. The project was approved by the board in November of 2018 for the Enhanced JobsPlus property tax abatement as well as sales tax exemption on construction materials, furniture, and fixtures on the \$18,000,000 investment. The applicant is seeking an extension of the sales tax exemption through June 30, 2021 as the project has experienced delays due to the COVID-19 pandemic.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY (THE "AGENCY") AUTHORIZING THE EXTENSION OF THE SALES TAX EXEMPTION BENEFIT GRANTED TO SPS MEDICAL SUPPLY CORP. (THE "COMPANY") THROUGH JUNE 30, 2021; AND THE EXECUTION OF RELATED DOCUMENTS.

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

Riverwood Tech Campus, LLC - Extension

Riverwood Tech Campus, LLC is redeveloping the former Kodak Marketing Education Center in the Town of Henrietta. The project received Board approval in October of 2015 for a custom property tax abatement as well as sales and mortgage recording tax exemption. The project was approved for an extension on the sales tax exemption in 2019 as well as \$21.9 million increase in project costs in November of 2019. The applicant is seeking an extension of the sales tax exemption through June 30, 2021 as the project is still under construction.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY (THE "AGENCY") AUTHORIZING THE EXTENSION OF THE SALES TAX EXEMPTION BENEFIT GRANTED TO RIVERWOOD TECH CAMPUS, LLC (THE "COMPANY") THROUGH JUNE 30, 2021; AND THE EXECUTION OF RELATED DOCUMENTS.

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

Panorama Landing, LLC - Extension

Panorama Landing LLC (PL), a Gallina real estate development company, received Board approval in April 2016 for a \$9,935,000 redevelopment project of the former Washington Drive-in Theater site in the Town of Pittsford. The approximately 21 acre site is being developed into a new business park with five single story office buildings. In November of 2018, Panorama Landing received a renewal of the sales tax exemption on the remainder of Phase 1 as the approval had expired. The applicant is seeking an increase in the mortgage recording tax exemption to \$2,800,000 which results in mortgage recording tax savings of \$21,000 and an extension of the sales tax exemption through June 30, 2021 as the project continues to build out. In addition, the project is seeking approval for a new tenant, Whitney & Company, a financial services company.

The project was represented by Kurt Sertl.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY (THE "AGENCY") AUTHORIZING (i) AN EXTENSION OF THE SALES TAX EXEMPTION THROUGH JUNE 30, 2021 TO PANORAMA LANDING, LLC (THE "COMPANY") AND (ii) THE SUBLEASING OF A PORTION OF THE PROJECT TO WHITNEY & COMPANY; AND THE EXECUTION OF RELATED DOCUMENTS.

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

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY (THE "AGENCY") AUTHORIZING ADDITIONAL FINANCIAL ASSISTANCE TO PANORAMA LANDING, LLC (THE "COMPANY") IN AMOUNTS EXCEEDING THE AMOUNTS APPROVED BY THE AGENCY IN ITS RESOLUTION ADOPTED ON NOVEMBER 27, 2018; AND THE EXECUTION OF RELATED DOCUMENTS.

On motion by T. Milne to approve the resolution, second by L. Bolzner, 4 ayes and one nay, the motion carried.

ComTec Solutions, LLC - Extension

ComTec Solutions, founded in 1995, is an information technology company that specializes in the implementation of Enterprise Resource Planning (ERP) systems for manufacturers, IT managed services and cloud hosting and backup. Through 65 Elmgrove Park, LLC, a related entity, ComTec Solutions is renovating a building in the Town of Gates. The applicant is seeking an increase in the sales tax exemption in the amount of \$90,000 on furniture and fixtures to accommodate future growth.

The project was represented by Rob Moyer.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY (THE "AGENCY") AUTHORIZING ADDITIONAL FINANCIAL ASSISTANCE TO COMTEC SOLUTIONS, LLC (THE "COMPANY") IN AMOUNTS EXCEEDING THE AMOUNTS APPROVED BY THE AGENCY IN ITS RESOLUTION ADOPTED ON DECEMBER 17, 2019.

On motion by T. Milne to approve the resolution, second by R. King, all aye, the motion carried.

Executive Director Liss introduced Erika Rosenberg from the Center for Governmental Research who reviewed a proposal to assess the structure, programs, policies, and effectiveness of the Monroe County Department of Planning and Development. After discussion, on motion by R. King to approve a \$20,000 contract with the Center for Governmental Research to assess workforce/economic development opportunities within the Monroe County Department of Planning & Development, second by L. Bolzner, all aye, the motion carried.

Executive Director Liss updated the board regarding the Emergency Small Business Support Program administered by Monroe County Industrial Development corporation (MCIDC). The program closed on May 29th, and approximately \$1.957 million has been committed to 200 businesses. Executive Director Liss thanked the board and expressed gratitude for their support of the MCIDC program.

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Executive Director Liss asked the board to consider extending the intern position through December 31, 2020. On motion by J. Popli, second by R. King, all aye, the board approved extending the intern position up to 15 hours per week at \$12/hour through December 31, 2020.

J. Kase gave an update on the TEN program. The program focus has shifted and is supporting alumni during the COVID-19 pandemic instead of offering bootcamps. Six companies have been served to date, and the current goal is to serve 10.

There being no further business and on motion by L. Bolzner, second by T. Milne, all aye, the regular meeting of the Board of Directors of was adjourned at 1:10 PM.

Lisa Bolzner, Secretary