



COUNTY OF MONROE  
**COMIDA**  
INDUSTRIAL DEVELOPMENT AGENCY

**BOARD MEETING MINUTES**  
**May 18, 2021**

Time & Place: 9:00 a.m. via conference call per Governor's Executive Order 202.1

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

Board Absent: N/A

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

Chair Burr called the meeting to order at 9:05 a.m.

On motion by J. Popli, second by J. Alloco, all aye, minutes of the April 20, 2021 meeting were approved.

T. Milne previously requested to hear from K. Loewke and B. LaFountain before the executive session commenced.

On motion by J. Popli, second by L. Bolzner, all aye, the board entered into executive session under section 105(f) of the Public Officers Law, for the purpose of discussing financial information of a particular corporation.

On motion by T. Milne, second by A. Meleo, all aye, the board exited executive session and returned to the regular meeting at 10:14 a.m.

Executive Director Liss read letters of support for the USRE Manitou, LLC project from Town of Gates Supervisor Cosmo A. Giunta, Robert Duffy, President & CEO of the Greater Rochester Chamber of Commerce, and William Goodrich, CEO and Managing Partner of LeChase Construction Services, LLC.

A motion was made by J. Alloco, second by A. Meleo approving the waiver of the local labor policy in connection with no more than thirty percent (30%) of the total labor costs, which will result in approximately \$40,886,118 awarded to local labor contracts and approximately \$17,522,622 awarded to non-local labor contracts, provided the following condition is met: local labor representatives (to be determined) are included in weekly on-site project status meetings.

T. Milne requested confirmation as to who would be monitoring the project at these weekly meetings. Executive Director Liss confirmed that any board member or staff member is welcome to attend these meetings and assured coverage by a COMIDA representative.

A roll call vote resulted as follows and the motion carried:

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

K. Loewke presented the local labor monitoring report for April 2021.

B. LaFountain presented the labor exemption report for April 2021.

G. Genovese presented the financial report for April 2021.

Executive Director Liss presented the following projects for consideration:

**Rochester Clinical Research, Inc.**

Rochester Clinical Research Inc. is proposing to renovate its existing building in the Town of Irondequoit to accommodate business growth. Rochester Clinical Research, founded in 1994, provides access to clinical research studies and has conducted more than 900 clinical trials involving more than 35,000 volunteers including recent Covid-19 vaccine trials. The \$1.3 million project is projected to create 12 new FTEs. The applicant is seeking approval of sales tax exemptions only. The Benefit/Incentive ratio is 24:1.

The applicant was represented by Patricia Larrabee, Adam Larrabee and Kelley Powers. The applicant confirmed awareness of the local labor policy and that exemptions must be requested 45 days in advance, and does not anticipate any local labor exemptions at this time.

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

On motion by J. Alloco, second by J. Popli for inducement and final resolution approving 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		

**Skywave Communications, Inc.**

Skywave Communications, Inc. is a Motorola Solutions Service Elite Specialist and certified service center. The team is comprised of highly experienced professionals who design, install and maintain public safety communication networks and equipment. Skywave Communications is proposing to purchase a new Ford F450 chassis as well as a new Ford Transit Van with customization. The vehicles purchase price totals \$130,523 and has been approved for a GreatRebate on the vehicle purchase through the Monroe County Industrial Development Corporation. Skywave Communications is seeking approval of the EquiPlus sales tax exemption COMIDA. The project is expected to create 2 new FTE's. The cost benefit ratio is 21:1.

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

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

On motion by L. Bolzner, 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	Yea	A. Burr	Yea
T. Milne	Yea		

### **SunDensity, Inc.**

SunDensity, Inc., a producer of Photonic Smart Coatings for utility solar power producers, is planning to develop a manufacturing, R&D and headquarters facility in the City of Rochester. Phase 1 of the project is to establish offices and lab space in the Sibley Building downtown. Phase 2 is to establish full pilot manufacturing and R&D operations at a location to be determined. This \$75,000 phase 1 portion is projected to create 14 new FTEs. The applicant is seeking approval of sales tax exemptions only. The Benefit/Incentive ratio is 791:1.

The applicant was represented by Dr. Nish Sonwalkar and Greg Gresock. The applicant confirmed awareness of the local labor policy and that exemptions must be requested 45 days in advance. The applicant stated that they may need to apply for a waiver but did not have details at this time.

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

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

J. Popli	Abstain	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 modification for consideration:

**AMS Sensors USA Inc.- Extension**

AMS Sensors USA Inc. has located its first US location at Riverwood Tech Campus in the Town of Henrietta. The Rochester design center for AMS Sensors will be focusing on the growing market of consumer image sensor modules, the eyeball of a camera. The applicant is requesting an extension of the sales tax exemption through December 31, 2021 as construction was delayed and the start date was pushed back.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY (THE "AGENCY") AUTHORIZING THE EXTENSION OF THE SALES AND USE TAX EXEMPTION BENEFITS (AS HEREINAFTER DEFINED) GRANTED TO AMS SENSORS USA INC. (THE "COMPANY") THROUGH DECEMBER 31, 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.

**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. In June of 2020, the applicant received an increase in the amount of the mortgage to \$2,800,000, which results in mortgage recording tax savings of \$21,000. The applicant is now requesting an extension of the sales tax exemption through June 30, 2022 to finish the final build out of the project.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY (THE "AGENCY") AUTHORIZING THE EXTENSION OF THE SALES AND USE TAX EXEMPTION BENEFITS (AS HEREINAFTER DEFINED) GRANTED TO PANORAMA LANDING, LLC (THE "COMPANY") THROUGH JUNE 30, 2022, AND THE EXECUTION OF RELATED DOCUMENTS.

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

**2016 Gateway Business Center LLC- Extension & New Tenants**

2016 Gateway Business Center LLC, a real estate holding company, is developing a three-building commercial development in the Town of Greece. The three buildings will contain office and warehouse space. The project was approved by the board in April of 2016 for a mortgage recording tax exemption, sales tax exemption and a real property tax abatement. An extension of the sales tax exemption was previously approved in 2017. The applicant is seeking a renewal and extension of the sales tax exemption through December 31, 2022. Significant delays were experienced when purchasing the membership from

the original owner as well as COVID-19 related delays. New tenants in the first building include Zoom Drain Plumbing Repair Contractor, Atlantic Funding & Real Estate, and SOHO Bagel Company.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY (THE "AGENCY") AUTHORIZING (i) THE EXTENSION OF THE SALES AND USE TAX EXEMPTION BENEFITS (AS HEREINAFTER DEFINED) GRANTED TO GATEWAY BUSINESS CENTER LLC (THE "COMPANY") THROUGH DECEMBER 31, 2022, (ii) AUTHORIZING THE SUBLEASING OF PORTIONS OF THE FACILITY TO ZOOM DRAIN PLUMBING REPAIR CONTRACTOR, ALANTIC FUNDING & REAL ESTATE, AND SOHO BAGEL COMPANY (iii) AND THE EXECUTION OF RELATED DOCUMENTS.

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

#### **Amazon.com Services, LLC- Increase**

Amazon.com Services LLC is the tenant and co-applicant to USRE Manitou, LLC, which is constructing a 2.6 million square foot warehouse/distribution facility to be leased to Amazon.com Services LLC in the Town of Gates. The project was approved by the board in January of 2021. USRE Manitou, LLC was originally approved for mortgage recording tax exemption, sales tax exemption as well as a custom property tax abatement. This approval included \$100,000,000 in non-manufacturing equipment purchases for Amazon.com Services LLC, who is now requesting an increase in project costs of \$100,000,000. The total project cost is now \$512,000,000 and the new sales tax exemption benefit amount for Amazon.com Services LLC is \$16,000,000. The new cost benefit ratio for the project is now 7:1. The original was 8:1.

The applicant was represented by Brad Griggs. There were no comments at the public hearing.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY (THE "AGENCY") AUTHORIZING (i) ADDITIONAL FINANCIAL ASSISTANCE TO AMAZON.COM SERVICES LLC (THE "COMPANY") IN AMOUNTS EXCEEDING THE AMOUNTS APPROVED BY THE AGENCY IN ITS RESOLUTION ADOPTED ON JANUARY 19, 2021; and (ii) THE EXECUTION OF RELATED DOCUMENTS.

On motion by J. Alloco to approve the resolution, second by A. Meleo, the motion carried with 6 ayes, and 1 nay.

J. Popli presented the Governance Committee report. The Governance committee met on April 29<sup>th</sup>. The committee agrees with staff and supports the expansion of the CHOICE program to make the program available on scattered, non-contiguous sites but does not support reducing the COMIDA administrative fee or eliminating COMIDA attorney's involvement. The committee reviewed several options for housing project incentives focusing on criteria and a point system to evaluate projects. The committee will continue the discussion at a future meeting. The committee reviewed new language to expand upon the warranty exemption in the local labor policy to include an apprenticeship program condition. The committee also discussed ways to utility the Rochester Builders Exchange Plan Room. The committee will continue the discussion at a future meeting. The committee also discussed the local labor blanked waiver request for the USRE Manitou LLC project.

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There being no further business, the regular meeting of the Board was adjourned at 11:06 a.m. on motion by J. Popli, second by A. Meleo, all aye.

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Lisa Bolzner, Secretary