



**MINUTES OF THE REGULAR MEETING OF THE  
BOARD OF DIRECTORS OF IMAGINE MONROE**

Date & Place: April 17, 2018, Brighton Town Hall, 2300 Elmwood Avenue, Rochester, NY 14618  
Board Present: A. Burr, P. Buckley, G. Collins, A. Meleo, J. Popli  
Board Absent: T. Milne  
Also Present: J. Adair (Executive Director), L. Birr (Senior Economic Development Specialist), Sean M. Delehanty (Monroe County Legislator), R. Baranello, Esq. (Harris Beach PLLC), K. Loewke (Loewke Brill Consulting Group, Inc.)

Chair Burr called the meeting to order at 12:00 p.m., and J. Popli led the Pledge of Allegiance.

**Approval of Minutes:** On motion made by J. Popli seconded by G. Collins, all aye, the minutes of the March 20, 2018 meeting were approved.

**Local Labor Verified Exemptions:** No verified exemptions were reported.

**Local Labor Compliance Report:** K. Loewke presented the Monitoring Report for March, 2018 which included 55 monthly site visits and 7 follow up visits. Of the 296 workers checked for local residency, 6 were non-compliant on the initial visit, and of those 6, 4 were without their identification, and 2 were from out of the area. All monitored sites were in compliance at the end of the month. One new sign was delivered.

**Applications for Assistance:** Executive Director Adair presented the following applications for agency consideration:

**Gensteel Industrial Complex, LLC Lease/Leaseback with Abatement**

Gensteel Industrial Complex, LLC, (Gensteel) a real estate holding company proposes to renovate a vacant 22,000 sq. ft. industrial building and associated storage yard on 3.67 acres in the City of Rochester. Upstate Site & Pipe, Inc., a site contractor, will be the initial tenant, occupying 20% of the building and the entire storage yard. Gensteel is seeking approval of JobsPlus property tax abatement, mortgage and sales tax exemption. The tenant is seeking approval of sales tax exemption on \$200,000 for leasehold improvements and non-manufacturing equipment. The job creation requirement is 1 FTE. The Benefit/Incentive ratio is 2.2:1.

The applicant was represented by Anthony Mastrodonato, Esq. and the tenant by Jeffrey DiCesare, President. After discussion, Chair Burr noted that a public hearing was not required for the project, SEQR has been completed, and confirmed applicant's knowledge of Imagine Monroe's local labor requirements, and moved to reading the resolution.

Executive Director Adair presented the following project resolution:

RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY D/B/A IMAGINE MONROE POWERED BY COMIDA TAKING OFFICIAL ACTION APPOINTING GENSTEEL INDUSTRIAL COMPLEX, LLC AS AGENT OF THE AGENCY FOR THE PURPOSE OF ACQUIRING, RENOVATING, EQUIPPING, REPAIRING AND MAINTAINING THE FACILITY, AUTHORIZING THE EXECUTION AND DELIVERY OF AN AGENT AGREEMENT; AUTHORIZING THE ACQUISITION OF A LEASEHOLD INTEREST IN AND THE LEASING OF THE GENSTEEL INDUSTRIAL COMPLEX, LLC FACILITY AND THE EXECUTION OF RELATED DOCUMENTS AND MAKING CERTAIN FINDINGS AND DETERMINATIONS WITH RESPECT TO THE FACILITY.

Upon motion by G. Collins, second by J. Popli, the foregoing resolution was put to a roll call vote, which resulted as follows, and the motion carried:

A. Burr:	Aye	T. Milne:	Absent
P. Buckley:	Aye	J. Popli:	Aye
G. Collins:	Aye	A. Meleo:	Aye

**Buckingham Properties LLC, 90 S. Clinton Avenue                      Lease/Leaseback with Abatement**

Buckingham Properties LLC (Buckingham) proposes the renovation of a vacant 3,815 sq. ft. building in the City of Rochester across from Tower 280 at Midtown. The tenant, SKYROC, LLC (SKYROC) intends to create a hospitality and entertainment venue. SKYROC will operate Café SOL which will serve food, targeting those working and living downtown. Also, SKYWAY, a club/lounge, will be created and open Thursday, Friday and Saturday nights. The project is supported by the City of Rochester. The applicant is seeking approval of JobsPlus property tax abatement, mortgage tax and sales tax exemption. SKYROC is seeking sales tax exemption on equipment, furniture and fixtures on \$245,000 of purchases. The project projects to create 3 FTEs and 13 PTE. The job creation requirement is 1 FTE. The Benefit/Incentive ratio is 3.4:1.

The project applicant was represented by Rich Finley, President and COO, and Chris Cimini, CFO. The tenant was represented by Anthony Molina, Tom Ferrara and James Tabbi. City representative Baye Muhammed iterated the City's support for the project in terms of creation of jobs, increased activity in the area, support of retail to provide options for people visiting and moving into the City, and a use for the vacant space.

Members of the Board discussed providing benefits to this project. Chair Burr stated that this project is unusual for the Board to consider because typically benefits are not provided for stand-alone restaurants which are not part of a larger development. J. Popli stated that when considering tax breaks, the Board is cautious of retail-only projects. Additionally, Mr. Popli stated that a larger-scope project may generate downtown activity, and that a retail project may not be the driver of economic activity but rather be the outgrowth of downtown activity. Chair Burr confirmed that there is a prohibition on IDAs providing assistance to retail projects with certain exceptions. Attorney Baranello confirmed that this project is an exception to the retail prohibition because it is in a highly-distressed area based on census track information.

Executive Director Adair stated the IDA historically supports municipalities and its vision for its community. It is our position to support municipalities' efforts, and that is why we are considering this project. Executive Director Adair thanked staff and Attorney Baranello for due diligence completed prior to the Board being presented with this project.

Attorney Baranello stated that should this project receive Board approval, the next step for a retail project of this nature is to receive confirming approval from the County Executive.

Chair Burr noted that a public hearing has been held, SEQR has been completed, and confirmed applicant's knowledge of Imagine Monroe's local labor requirements, and moved to reading the resolution.

Executive Director Adair presented the following project resolution:

RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY D/B/A IMAGINE MONROE POWERED BY COMIDA TAKING OFFICIAL ACTION APPOINTING BUCKINGHAM PROPERTIES LLC AS AGENT OF THE AGENCY FOR THE PURPOSE OF ACQUIRING, RENOVATING, EQUIPPING, REPAIRING AND MAINTAINING THE FACILITY, AUTHORIZING THE EXECUTION AND DELIVERY OF AN AGENT AGREEMENT; AUTHORIZING THE ACQUISITION OF A LEASEHOLD INTEREST IN AND THE LEASING OF THE BUCKINGHAM PROPERTIES LLC FACILITY AND THE EXECUTION OF RELATED DOCUMENTS AND MAKING CERTAIN FINDINGS AND DETERMINATIONS WITH RESPECT TO THE FACILITY.

Upon motion by J. Popli, second by A. Meleo, the foregoing resolution was put to a roll call vote, which resulted as follows, and the motion was not carried:

A. Burr:	Aye	T. Milne:	Absent
P. Buckley:	Nay	J. Popli:	Nay
G. Collins:	Nay	A. Meleo:	Aye

**Buckingham Properties LLC, 230-250 Alexander Street Lease/Leaseback with Abatement**

Buckingham Properties LLC (Buckingham) proposes the construction of a 20,000 sq. ft. facility which will house Central Rock Gym (CRG), in the City of Rochester, at Alex Park, the site of the former Genesee Hospital. CRG will create an indoor rock climbing, fitness and yoga facility to include a 45ft tall area with top rope, lead and speed climbing. The rope area will be able to host 150 climbers at one time. There will be over 300 linear feet of boulder climbing walls. The facility will service individuals with experience at all levels. The project is supported by the City of Rochester. The applicant is seeking approval of the JobsPlus property tax abatement, mortgage and sales tax exemption. CRG is requesting approval of sales tax exemption on \$550,000 of investment. The job creation requirement is 1 FTE. CRG expects to create 15.5 FTEs over a 3 year period. The Benefit/Incentive ratio is 2.8:1.

The project applicant was represented by Rich Finley, President and COO, and Chris Cimini, CFO. City representative Baye Muhammed confirmed the City's support for the project. The board discussed this project as part of a larger, mixed-use facility. Attorney Baranello confirmed that this project is an exception to the retail prohibition because it is in a highly-distressed area based on census track information.

Chair Burr noted that a public hearing was held, SEQR has been completed, and confirmed applicant's knowledge of Imagine Monroe's local labor requirements, and moved to reading the resolution.

Executive Director Adair presented the following project resolution:

RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY D/B/A IMAGINE MONROE POWERED BY COMIDA TAKING OFFICIAL ACTION APPOINTING

BUCKINGHAM PROPERTIES LLC AS AGENT OF THE AGENCY FOR THE PURPOSE OF ACQUIRING, CONSTRUCTING, EQUIPPING, REPAIRING AND MAINTAINING THE FACILITY, AUTHORIZING THE EXECUTION AND DELIVERY OF AN AGENT AGREEMENT; AUTHORIZING THE ACQUISITION OF A LEASEHOLD INTEREST IN AND THE LEASING OF THE BUCKINGHAM PROPERTIES LLC FACILITY AND THE EXECUTION OF RELATED DOCUMENTS AND MAKING CERTAIN FINDINGS AND DETERMINATIONS WITH RESPECT TO THE FACILITY.

Upon motion by G. Collins, second by J. Popli, the foregoing resolution was put to a roll call vote, which resulted as follows, and the motion carried:

A. Burr:	Aye	T. Milne:	Absent
P. Buckley:	Nay	J. Popli:	Aye
G. Collins:	Aye	A. Meleo:	Aye

**Project Modification:** Executive Director Adair presented a project modification for the Quality Vision International, Inc. project located at 850 Hudson Ave., Rochester, NY 14621 for a sales tax exemption on an increase in project costs of \$714,724. The increase reflects purchases not anticipated at the time of the initial approval for the warehouse expansion. These purchases include a vertical carousel storage system and material handling equipment, specifically forklifts. The project was approved for a sales tax exemption at the June 2017 Imagine Monroe Board meeting.

- Original Project Amount: \$2,916,534, modified to \$3,631,258
- Increase in Project Amount from this Proposed Modification: \$714,724
  - Proposed Modification Incremental Increase - \$57,177.92
  - Total Value of all Incentives, including this modification: \$122,884
  - Revised benefit to incentive ratio 9.9 : 1

**Discussion Items:** Executive Director Adair updated the Board on the LadderzUp Program, the TEN Program and Recruiting on the Road.

One member of the public signed up and spoke before the Board.

There being no further business, the regular meeting of the Board of Directors of Imagine Monroe was adjourned at 1:20 p.m.

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Jay Popli, Secretary