



BOARD MEETING MINUTES
September 15, 2020

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

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

Board Absent: A. Meleo

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

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

On motion by J. Popli, second by R. King, all aye, minutes of the August 18, 2020 meeting were approved.

The August 2020 Local Labor Report will be presented next month.

G. Genovese presented the financial report for August 2020.

Executive Director Liss presented the following projects for consideration:

Li-Cycle Inc.

LiCycle, Inc., based in Canada, is proposing to locate its Spoke 2 processing plant at Eastman Business Park in the Town of Greece. The Spoke 2 Plant will process approximately 5,000 metric tons of end-of-life lithium-ion batteries per year. The process will provide three different products from the batteries that can be processed further or sold to third party facilities. The \$2.9 million project is projected to create 41 new FTEs over the next three years. The applicant is seeking approval of sales tax exemptions only on construction materials, non-manufacturing equipment, and furniture and fixtures. The Benefit/Incentive ratio is 44:1.

The applicant was represented by Jackson Palmer, Ala Hussain and Dave Tenny. The applicant confirmed awareness of the local labor policy and that exemptions are requested 45 days in advance. Ms. Baranello noted there were no comments at the public hearing.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY TAKING OFFICIAL ACTION TO (i) APPOINT LI-CYCLE 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 RENOVATION AND EQUIPPING OF THE IMPROVEMENTS; AND (iii) AUTHORIZE THE EXECUTION AND DELIVERY OF A PROJECT AGREEMENT AND RELATED DOCUMENTS.

On motion by T. Milne to approve the resolution, second by J. Alloco, a roll call vote resulted as follows and the motion carried:

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

Van Hook Service Company Inc.

Van Hook Service Co., Inc (VH), founded in 1973, provides industrial, commercial and public sector, refrigeration and air conditioning services. VH is proposing to purchase vehicles equipped for technicians at work sites. VH currently employs 85 FTEs and expects to create 4 new full-time positions, over the next year, to meet demand. VH has been approved for the GreatRate program through Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus program for the \$295,000 purchase of vehicles. The Benefit/Incentive ratio is 19:1.

The applicant was represented by Michael Van Hook. The applicant confirmed awareness of the local labor policy and that exemptions are requested 45 days in advance.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY TAKING OFFICIAL ACTION TO (i) APPOINT VAN HOOK SERVICE CO., 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 TAX EXEMPTION FOR THE PURCHASE OF [VEHICLES]; (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 R. King to approve the resolution, second by J. Popli, a roll call vote resulted as follows and the motion carried:

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

Concentrix Solutions Corporation

Concentrix Solutions Corporation is a technology-enabled global business services company specializing in customer engagement and improving business performance. Concentrix Solutions is proposing to renovate and reconfigure their existing building in the Town of Pittsford for a more productive use of space. The \$900,000 project will impact the current 286 employees and is projected to create 65 new FTEs over the next three years. The applicant is seeking approval of sales tax exemptions only on construction materials as well as furniture and fixtures. The Benefit/Incentive ratio is 131:1.

The applicant was represented by Mary Ann Bibbings and Marie Enderle. The applicant confirmed awareness of the local labor policy and that exemptions are requested 45 days in advance.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY TAKING OFFICIAL ACTION TO (i) APPOINT CONCENTRIX SOLUTIONS CORPORATION 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 RENOVATION AND EQUIPPING OF THE IMPROVEMENTS (DEFINED); AND (iii) AUTHORIZE THE EXECUTION AND DELIVERY OF A PROJECT AGREEMENT AND RELATED DOCUMENTS.

On motion by T. Milne to approve the resolution, second by L. Bolzner, a roll call vote resulted as follows and the motion carried:

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

Weld Works LLC

Weld Works LLC is a full-service design and metal fabrication company. Weld Works LLC is expanding its existing facility in the Town of Gates to accommodate larger manufacturing equipment and warehousing. The \$87,000 project will impact the 4 current employees and is projected to create 2 new FTEs. The applicant is seeking approval of sales tax exemptions only on construction materials, equipment and furniture and fixtures. The Benefit/Incentive ratio is 53:1.

The applicant was represented by Nick Carleton. The applicant confirmed awareness of the local labor policy and that exemptions are requested 45 days in advance.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY TAKING OFFICIAL ACTION TO (i) APPOINT WELD WORKS 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) PROVIDE FINANCIAL ASSISTANCE TO THE COMPANY IN THE FORM OF A SALES AND USE TAX EXEMPTION FOR PURCHASES AND RENTALS RELATED TO 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 (AS DEFINED BELOW).

On motion by R. King to approve the resolution, second by L. Bolzner, a roll call vote resulted as follows and the motion carried:

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

A50EB LLC

A50EB LLC, a real estate holding company, is proposing to redevelop the vacant Aqueduct buildings in the City of Rochester. The redevelopment plan for the \$22 million project includes a mix of office, residential, and lifestyle amenities. There will be 80,000 square feet of office and co-working space, as well as 97 apartments. Most of the apartments will be affordable in the \$800 – \$1500 per month price range. Community amenities will include a roof top terrace, fitness center, high-speed internet and a food/beverage venue adjoining Aqueduct Park. Phase 1 of the project will construct a new two level parking ramp to increase parking capacity on site to 160 spaces. It will also include new building entrances and infrastructure upgrades. The total cost for Phase 1 is \$4 million. The applicant is seeking an exemption of the sales tax, mortgage recording tax and a custom 20 year PILOT supported by the City of Rochester.

The applicant was represented by Peter Landers and Jim Costanza. The applicant confirmed awareness of the local labor policy and that exemptions are requested 45 days in advance. Ms. Baranello noted there were no comments at the public hearing.

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 15, 2020, WITH RESPECT TO THE A50EB LLC (THE "COMPANY") PROJECT (THE "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) A SALES AND USE TAX EXEMPTION FOR PURCHASES AND RENTALS RELATED TO THE ACQUISITION, CONSTRUCTION, RENOVATION AND EQUIPPING OF THE PROJECT, (B) IF NECESSARY, 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 J. Popli to approve the resolution, second by R. King, a roll call vote resulted as follows and the motion carried:

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

Gallina Development Corp.

Gallina Development Corporation, is acquiring the former 580,000 square foot Xerox Square property in the City of Rochester to create a collaborative academically focused campus in which students from multiple academic institutions can live, learn and innovate in an urban environment. The \$32.5 million project will house up to 500 upper level and graduate students. Up to 180 residential units, 1, 2, and 3 bedrooms shall be constructed on 16 floors excluding floors 14 and 15 which are currently occupied by EFPR Group, LLP. The total project cost is \$32.5 million. Phase 1 of the project includes: acquisition of the property, demolition of 5 floors of office space, construction of 5 floors of student housing units, construction of new building entry/driveway from Broad Street to Chestnut Street and a new lobby. The applicant is seeking approval of sales and mortgage recording tax exemptions only on Phase 1 of the \$17,400,000 project. The Benefit/Incentive ratio is 11:1.

The applicant was represented by Andy Gallina and Kurt Sertl. The applicant confirmed awareness of the local labor policy and that exemptions are requested 45 days in advance. Ms. Baranello noted there no comments at the public hearing.

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 15, 2020, WITH RESPECT TO THE PROJECT; (ii) MAKE A DETERMINATION WITH RESPECT TO THE PROJECT PURSUANT TO SEQRA; (iii) APPOINT GALLINA DEVELOPMENT CORP. OR A RELATED ENTITY FORMED OR TO BE FORMED (COLLECTIVELY, THE "COMPANY") AS ITS AGENT TO UNDERTAKE THE PROJECT; (iv) AUTHORIZE FINANCIAL ASSISTANCE TO THE COMPANY IN THE FORM OF (A) A SALES AND USE TAX EXEMPTION FOR PURCHASES AND RENTALS RELATED TO THE PROJECT AND (B) A MORTGAGE RECORDING TAX EXEMPTION; AND (v) AUTHORIZE THE NEGOTIATION, EXECUTION AND DELIVERY OF A PROJECT AGREEMENT, LEASE AGREEMENT, LEASEBACK AGREEMENT AND RELATED DOCUMENTS WITH RESPECT TO THE PROJECT.

On motion by J. Alloco to approve the resolution, second by T. Milne, a roll call vote resulted as follows and the motion carried:

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

Executive Director Liss presented the following project modifications for consideration:

Panorama Landing – Increase

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 additional increase in the mortgage to \$3,200,000, an increase of \$3,000 in mortgage recording tax savings.

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 RESOLUTIONS ADOPTED ON NOVEMBER 27, 2018 AND JUNE 16, 2020; AND THE EXECUTION OF RELATED DOCUMENTS.

The Project was represented by Kurt Sertl. On motion by R. King to approve the resolution, second by J. Popli, all aye with one nay, the motion carried.

Rotork Controls, Inc. – Increase and Extension

Rotork Controls, Inc. is a U.K. privately owned, manufacturing company with an established facility in Rochester, NY since 1979. The company manufactures actuators, which provides flow control of gases or fluids for the oil, gas, power and water industries. In efforts to consolidate manufacturing functions within North America, Rotork is expanding their existing facility in the Town of Gates. The project was originally approved in November of 2019 for a JobPlus Property Tax Abatement and Sales Tax Exemption. The applicant is seeking an increase in project costs of \$750,000 for the purchase of additional equipment to accommodate future growth. The applicant is also seeking an extension of the sales tax exemption through June 30, 2021.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY (THE "AGENCY") AUTHORIZING ADDITIONAL FINANCIAL ASSISTANCE TO ROTORK CONTROLS INC. (THE "COMPANY") IN AMOUNTS EXCEEDING THE AMOUNTS APPROVED BY THE AGENCY IN ITS RESOLUTION ADOPTED ON NOVEMBER 19, 2019 AND AN EXTENSION OF THE SALES AND USE TAX EXEMPTION BENEFITS (AS HEREINAFTER DEFINED) THROUGH JUNE 30, 2021.

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

125 Howell Street LLC – Extension

125 Howell Street LLC, a real estate holding company, is constructing five (5), market rate, four-story townhome rental units in the City of Rochester. The project was approved by the board in July of 2019 for mortgage recording tax exemption, sales tax exemption on construction materials 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, 2021 as the closing on the purchase of land was delayed.

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 125 HOWELL STREET LLC (THE "COMPANY") THROUGH DECEMBER 31, 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.

Sibley Mixed Use LLC – Extension

A custom PILOT agreement was approved by the board in 2012 to redevelop the former Sibley's department store in the City of Rochester. Sibley Mixed Use LLC, a Winn Development Company, is redeveloping the building which includes retail space on the first floor as well as ninety-six units of mixed income housing on floors nine through twelve. This portion of the project was approved by the board in May of 2016 for mortgage recording tax exemption and sales tax exemption and was approved for an extension of the sales tax exemption in April of 2019. The applicant is seeking an extension of the sales tax exemption through December 31, 2021 as renovations are ongoing. In addition, the project is seeking approval for two new tenants, Rufus By the Cub Room LLC and Rochester Commissary LLC.

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 DECEMBER 31, 2021 TO SIBLEY MIXED USE LLC (THE "COMPANY") AND (ii) THE SUBLEASING OF PORTIONS OF THE PROJECT TO (A) RUFUS BY THE CUB ROOM LLC and (B) ROCHESTER COMMISSARY LLC; AND THE EXECUTION OF RELATED DOCUMENTS.

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

J. Popli reported that the Governance Committee met to complete its review of the Pay Equity Policy and that the committee recommends the full board adopt the Pay Equity Policy as presented. Executive Director Liss reviewed the revised Pay Equity Policy. County Executive Bello issued an Executive Order requiring all non-governmental county contractors to comply with federal and New York State Equal Pay Laws. County Executive Bello has asked COMIDA to adopt a similar policy applicable to businesses seeking economic development incentives. Upon motion by T. Milne, second by R. King, all aye, the board adopted the Pay Equity Policy as presented.

Executive Director Liss presented the request from the Genesee County Village & Museum. Upon motion by L. Bolzner, seconded by R. King, the board approved a \$5,000 contribution to the 2020 Agricultural Fair at the Genesee Country Village and Museum.

There being no further business the regular meeting of the Board of Directors of was adjourned at 1:30 PM.

Lisa Bolzner, Secretary