



MINUTES – AGENCY MEETING – February 19, 2008

Time & Place: 12:00 Noon, Ebenezer Watts Conference Center,
49 S. Fitzhugh Street, Rochester, New York

Board Present: T. Mazzullo (Chair), A. Burr, L. Doyle, R. Hurlbut,
S. Moore, H. Stuart

Also Present: J. Seil (Executive Director), W. Zyra (President, Monroe County Legislature),
M. Townsend, Esq.

Chair Mazzullo called the meeting to order. A. Burr led the Pledge of Allegiance.

Dick Usselman of Loewke & Brill Consulting presented the Monitoring Report for the period of January 1-30, 2008. During that time, 25 monthly site and 6 follow-up visits were made. Of the 227 workers that were identified, 20 were noncompliant on the initial visit. On the follow-up visit, 7 of the noncompliant workers were in compliance. The remaining 20 were no longer on the site. As of January 30, 2008, all monitored sites were in compliance.

J. Seil presented the following applications for agency consideration:

Scannell Properties #46, LLC (Lease/leaseback with JobsPlus)

The company was represented by Jamie Shepard. Scannell Properties #46, LLC will be constructing a 53,000 square foot addition to the existing 100,000 square foot small package distribution center for FedEx Ground Package System, Inc., located in the Erie Station Business Park in the Town of Henrietta. The original distribution center was approved for COMIDA incentives in 2005. The total project cost of \$7.2 million includes \$4.7 Million for building construction and \$1.4 Million for state-of-the-art material handling equipment, and will impact 53 existing FTE, and is projected to create 27 new FTE within 3 years. The applicant seeks approval of the JobsPlus Tax Incentive based on the local labor and supplier rule. The JobsPlus job creation requirement is 5 FTE. A Public Hearing was held February 19, 2008 in the Town of Henrietta. After a brief discussion and on a motion made by H. Stuart and seconded by S. Moore, a resolution was adopted approving SEQR for the subject property. All Aye. On a motion made by H. Stuart and seconded by S. Moore, an inducement resolution was adopted approving subject project. All Aye.

Erie Station West Henrietta LLC (Lease/Leaseback with JobsPlus)

The company was represented by Gary Izzo and Denise Johnson. Erie State West Henrietta LLC proposes to construct a 7,200 square foot building on a 1.39 acre parcel in the Town of Henrietta which will house a daycare center, Pride and Joy Quality Child Care Inc. The center will accommodate 106 children between six weeks and 12 years. The total investment in the project is \$1,031,000 and will result in the creation of 8 new FTE. The company seeks approval of JobsPlus based on the use of 100% local labor and suppliers to construct the project. The Jobs Plus job creation requirement is 2 FTE. After a brief discussion and on a motion made by H. Stuart and seconded by A. Burr, a resolution was adopted approving SEQR for the subject property. All Aye. On a motion made by A. Burr and seconded by S. Moore, an inducement resolution was adopted approving subject project. All Aye.

250 Science Parkway, LLC (Lease/leaseback with JobsPlus)

The company was represented by Jim Salviski. 250 Science Parkway, LLC proposes to build a 16,400 square foot office building at the Science Park in the City of Rochester to house Logical Solutions.net, Inc. (Logical Solutions). Logical Solutions was founded in 1995 as a full service web development company focusing on website and application development. The company has outgrown their existing leased facility and requires additional office and data center space to accommodate their rapid growth plan. The \$2,130,750 project will impact 31 existing employees and is projected to create 35 new FTE within three years. The applicant seeks approval of JobsPlus property tax abatement based on the technology based producer service use. The Jobs Plus job creation requirement is 4 FTE. After a brief discussion and on a motion made by H. Stuart and seconded by S. Moore, a resolution was adopted approving SEQR for the subject property. All Aye. On a motion made by R. Hurlbut and seconded by H. Stuart, an inducement resolution was adopted approving subject project. All Aye.

William Rose/Datrose (Lease/Leaseback with JobsPlus)

The company was represented by Jerome Underwood. Datrose, Inc. proposes renovations to an existing 16,888 square foot facility by renovating 5,000 square foot of existing warehouse space and adding a 4,800 square foot addition to 660 Basket Road in Webster, NY. Datrose, Inc. was started in Webster, NY in 1976 as a data entry service provider and has evolved into a full services bureau offering wide-ranging out-sourcing solutions including recruitment process outsourcing and finance/administrative outsourcing. This expansion will facilitate a broadening of the services scope in the finance/administrative segment of business. The \$921,000 project will impact 238 existing employees and is projected to create 30 new FTE within three years. The applicant seeks approval of JobsPlus property tax abatement based on the technology based producer service use. The JobsPlus job creation requirement is 24 FTE. After a brief discussion and on a motion made by H. Stuart and seconded by A. Burr, a resolution was adopted approving SEQR for the subject property. All Aye. On a motion made by A. Burr and seconded by S. Moore, an inducement resolution was adopted approving subject project. All Aye.

RCC Penfield, LLC (Lease/Leaseback with JobsPlus)

The company was represented by Anthony Insinna. RCC Penfield, LLC proposes to construct an 11,352 square foot building on 2.4 acres in the Town of Penfield which will house a Doodlebugs! day care center. The building will have classrooms, a two-story interior play village, computer lab, parent's lounge, and large outdoor playground. The total investment in the project is \$2.450 million and will result in the creation of 45 FTE. The company seeks approval of JobsPlus based on the use of 100% local labor and suppliers to construct the project. The Jobs Plus job creation requirement is 1 FTE. After a brief discussion and on a motion made by H. Stuart and seconded by S. Moore, a resolution was adopted approving SEQR for the subject property. All Aye. On a motion made by R. Hurlbut and seconded by A. Burr, an inducement resolution was adopted approving subject project. All Aye.

Adecco USA, Inc. (Sales Tax Only)

The company was represented by Rebecca Valladares. Adecco USA, Inc. (Adecco) is a provider of human resource services, temporary staffing, outsourcing, permanent recruitment, outplacement, career management, training and consulting with 6,700 offices worldwide. The company has selected Monroe County for its Eastern Shared Services Center which will serve as an inbound call and data processing center. Adecco will lease and renovate 13,000 square feet at the Rochester Tech Park in the Town of Gates at a cost of \$250,000. An additional \$310,000 will be spent on equipment and furnishings. The project will impact 16 existing employees and is projected to create 89 new FTE within three years. The applicant seeks approval of sales tax exemption only. After a brief discussion and on a motion made by R. Hurlbut and seconded by A. Burr, an inducement resolution was adopted approving subject project. S. Moore abstain; all others Aye.

Sutherland Towing LLC (EquiPlus)

The company was represented by Charles Steehler. Sutherland Towing LLC (ST) is a new commercial towing service operating throughout Monroe County. ST is purchasing 4 tow trucks. The cost of the equipment is \$150,000. ST will hire 4 FTEs within a year. The company has been approved for a GreatRate on the purchase through the Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus. After a brief discussion and on a motion made by R. Hurlbut and seconded by S. Moore, an inducement resolution was adopted approving subject project. All Aye.

PharmaSmart International, Inc. (EquiPlus)

The company was represented by Rebecca Wise. PharmaSmart International, Inc. (PharmaSmart) designs, assembles and distributes blood pressure screening systems used primarily in pharmacy settings. PharmaSmart will be purchasing \$40,632 in new office and warehouse equipment to accommodate an expansion into an additional 5,600 square feet of manufacturing and office space. PharmaSmart employs 9 FTE in Monroe County and expects to create 6 new full time positions. The company has previously been approved for a GreatRebate through the Monroe County Industrial Development Corporation on the purchase of a \$50,068 ERP system and is seeking approval of the EquiPlus. . After a brief discussion and on a motion made by H. Stuart and seconded by S. Moore, an inducement resolution was adopted approving subject project. All Aye.

Rochelle Ruffer, Center for Governmental Research (CGR), presented CGR's recently completed report on "*Prevailing Wage in New York State*". The findings indicate there will be a very significant impact on the ability of NY regions to compete for projects if prevailing wages were extended to IDA projects in New York.

On motion made by H. Stuart and seconded by A. Burr, minutes for the meeting of January 15, 2008 were reviewed and adopted and approved. All Aye.

Executive Director Seil noted that pursuant to requirements of the New York State General Municipal Law, Article 18a, a public hearing was held February 14, 2008 regarding the Uniform Tax Exempt Policy (UTEF), including amendment to include a LeasePlus Payment In Lieu Of Tax (PILOT) program. Executive Director Seil noted that approximately 15 people were in attendance, 9 offered comments, and she had received 23 letters of support. The minutes of the public hearing along with the letters of support were distributed to the board prior to today's meeting, and will be available on the COMIDA website (www.growmonroe.org). On a motion made by R. Hurlbut and seconded by A. Burr, the LeasePlus PILOT program was approved. All Aye. On a motion made by R. Hurlbut and seconded by S. Moore, the full UTEF was approved. All Aye. Executive Director Seil noted that she and M. Townsend, counsel to COMIDA, will be meeting with the Town of Brighton Supervisor, Sandy Frankel this week.

M. Townsend, Board Counsel, presented the following items for Agency Action:

Miscellaneous:

-Penfield Hotel, LP – 1000 Linden Park

On a motion made by H. Stuart and seconded by S. Moore, a resolution was adopted approving a third mortgage in the amount of \$600,000 for the above project. All Aye.

-855 Publisher's Parkway, Webster, NY - Brothers 2 LP

On a motion made by R. Hurlbut and seconded by S. Moore, a resolution was adopted approving a , assumption of existing PILOT. All Aye.

-200 Park Centre Drive, Henrietta - Reflexite

On a motion made by R. Hurlbut and seconded by H. Stuart, a resolution was adopted approving a termination of subject project. All Aye.

The Public Forum was opened by Chair Mazzullo. Bob Denoto, IBEW, offered to share with the board additional information about the economic benefits of prevailing wage rates. Mr. Denoto also quoted a portion of a recent opinion piece in the Rochester Democrat & Chronicle newspaper authored by Sen. Joseph Robach and Sen. George Maziarz. The Public Forum was closed. Tom Stephens, IUOE 83L, inquired about the Wegmans/Calkins Road project. Executive Director Seil indicated that it is not a COMIDA project. Mr. Stephens requested clarification regarding site work near the Erie Station Business Park and the monitoring report with regards to non-local labor. It was noted work was being completed for the entire parcel. There being no further business, on a motion made by R. Hurlbut and seconded by S. Moore, the meeting was adjourned.