



**COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY**

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**MINUTES – AGENCY MEETING – May 20, 2014**

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

Board Present: T. Mazzullo (Chair), A. Burr, E. Caccamise, C. Campbell,  
S. Moore, J. Popli

Board Excused: None

Also Present: J. Seil (Executive Director), R. Yolevich (Monroe County Legislature),  
E. Liberti, M. Townsend, Esq.

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

Chair Mazzullo opened the Public Forum by reading the entirety of the Public Comment Period Rules of Procedure which as originally adopted in October 2007. Joanne Sasse offered comments regarding the transparency of COMIDA activities, the Executive Director of COMIDA, contract awards for legal, accounting and monitoring services, and provided J. Popli and A. Burr with written questions regarding COMIDA and COMIDA board members. There being no further speakers, the Public Forum was closed.

A report on the Requests for Verified Exemptions was presented by Brian LaFountain of The Bonadio Group. During the last month, The Bonadio Group has received three requests for exemption from the local labor requirements for the Marketplace Mall project, under the criteria “significant cost differential”. Following the terms of the Local Labor Exemption policy adopted in April 2014, the local bidder was asked to reduce the bid to the average of the two bids. Mr. LaFountain reported that for two of the contracts (structural steel and roofing), the local bidders declined and waivers were approved. The local bidder on the carpentry contract agreed to reduce their bid to the average of the two bids, and the waiver was declined.

Yvonne Lowrey of Loewke Brill Consulting Group, Inc. presented the Monitoring Report for the period of April 1, 2014 – April 30, 2014. During that time, 61 monthly and 4 follow up visits were conducted. Of the 459 workers that were identified, 13 were noncompliant on the initial visit. As of April 30, 2014 all monitored sites were compliant. Loewke & Brill delivered signs to 2 new projects.

Chair Mazzullo reminded the Board that Conflicts of Interest should be disclosed after the Project is introduced and before a vote is considered.

J. Seil presented the following applications for agency consideration:

<b><u>625 Phillips Rd. LLC</u></b>	<b><u>Lease/Leaseback with JobsPlus</u></b>
<b><u>East Side Machine Inc.</u></b>	<b><u>Sales Tax Exemptions Only</u></b>

The company was represented by Pat Derleth. 625 Phillips Rd LLC is proposing to add a 10,000 square foot addition to an existing 14,000 square foot building in the Town of Webster. The building is leased to a related entity, East Side Machine Inc., a contract manufacturer of precision machined component parts. The addition will provide needed space to accommodate growth in the business. The \$861,900 project will impact 41 existing FTEs

and is projected to create 4 new FTEs over the next three years. The applicant is seeking approval of the JobsPlus abatement program. The job creation requirement is 4 FTEs. Tenant is seeking sales tax exemption on equipment and furnishings for the new addition. Upon inquiry by the Chair, the applicant representative confirmed that they are aware of the Local Labor requirements. After a brief discussion and on a motion made by C. Campbell and seconded by S. Moore, a resolution was adopted approving SEQR for the subject property. All Aye. On a motion made by E. Caccamise and seconded by J. Popli, an inducement resolution was adopted approving subject project. All Aye.

**Barrett Place LLC**

**Lease/Leaseback with LeasePlus**

The company was represented by Thomas Pointon. Barrett Place LLC, a local real estate development company, is proposing the construction of a 14,000 square foot medical office facility on 1.6 acres in the Town of Webster. The University of Rochester Center for Primary Care will occupy 10,000 square feet, offering primary care and lab services. The \$3,869,864 project will impact 7 FTEs and is projected to create 13 new FTEs over the next three years. The applicant is seeking approval of the LeasePlus property tax abatement program. The job creation requirement is 1 FTE. . A Public Hearing was held in the Town of Webster and Village of Webster on May 19, 2014. Upon inquiry by the Chair, the applicant representative confirmed that they are aware of the Local Labor requirements. Chair Mazzullo recused herself from voting, citing her position at Excell Partners, Inc., a regional economic development partnership established in cooperation with the University of Rochester. After a brief discussion and on a motion made by E. Caccamise and seconded by A. Burr, a resolution was adopted approving SEQR for the subject property. All Aye. On a motion made by S. Moore and seconded by J. Popli, an inducement resolution was adopted approving subject project. All Aye.

A. Burr asked the Executive Director to include information regarding the Benefit/Incentive ratio and its components to the Agenda, noting that the information is contained within the Board packages.

**Precision Grinding & Mfg. Corp**

**Lease/Leaseback with JobsPlus**

The company was represented by Todd Hockenberger. Precision Grinding & Mfg. Corp. is proposing construction of a 20,000 square foot addition to a 48,000 square foot manufacturing building on 3.4 acres in the City of Rochester. The building is leased to a related entity, Precision Grinding & Mfg. Corp. (PGM) a privately held, contract manufacturing firm founded in 1967. The addition will provide the needed space to grow and service PGM's customer base. The \$1.5 Million project will impact 117 FTEs and is projected to create 12 new FTEs over the next three years. The applicant is seeking approval of the JobsPlus property tax abatement program. The job creation requirement is 12 FTEs. A Public Hearing was held in the City of Rochester on May 20, 2014. Upon inquiry by the Chair, the applicant representatives confirmed that they are aware of the Local Labor requirements. After a brief discussion and on a motion made by A. Burr and seconded by E. Caccamise, a resolution was adopted approving SEQR for the subject property. All Aye. On a motion made by C. Campbell and seconded by S. Moore, an inducement resolution was adopted approving subject project. All Aye.

**Tipping Point Communications LLC**

**Sales Tax Exemptions Only**

The company was represented by Linda Stone. Tipping Point Communications LLC (TPC), founded in 2005, is a full service media planning and buying firm with specializations in digital, focus group research and social media. TPC has outgrown their current 3,800 square foot location and will be relocating to a 5,100 square foot location in the City of Rochester. TPC will be investing up to \$150,000 in leasehold improvements, furniture and equipment. TPC currently employs 18 FTEs and expects to create 2 new full-time positions. TPC has been approved for the GreatRebate and GreatRate programs through Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus program. After a brief discussion and on a motion made by A. Burr and seconded by E. Caccamise, an inducement resolution was adopted approving subject project. All Aye.

**Boss Precision Ltd.**

**Lease/Leaseback with JobsPlus**

The company was represented by Alec Ollies. Boss Precision Ltd., (BP) a metal fabrication job shop specializing in material handling and mass transit equipment, was founded in 1988 and moved to their current location in 1995. BP is proposing an approximately 10,000 square foot expansion to the existing 40,000 square foot building on 7.7 acres in the Town of Ogden. The new addition will provide crane and loading dock capabilities and improve safety and efficiencies. The \$371,123 project will impact 59 FTEs and is projected to create 6 new FTEs over the next three years. The applicant is seeking approval of the JobsPlus abatement program. The job creation requirement is 6 FTEs. Upon inquiry by the Chair, the applicant representatives confirmed that they are aware of the Local Labor

requirements. After a brief discussion and on a motion made by E. Caccamise and seconded by J. Popli, a resolution was adopted approving SEQR for the subject property. All Aye. On a motion made by C. Campbell and seconded by J. Popli, an inducement resolution was adopted approving subject project. All Aye.

On motion made by J. Popli and seconded by C. Campbell, minutes for the meeting of April 15, 2014 were reviewed and adopted and approved. All Aye.

Chair Mazzullo presented the PILOT Compliance Committee Report, noting five projects have been terminated for non-compliance and five projects were waived to December 31, 2014 or December 2015. Chair Mazzullo also reported that Board member S. Moore has submitted his resignation, and thanked him for his service since 2005.

Governance Committee Chair J. Popli reported on the Governance Committee meeting of May 6, 2014, noting that the committee reviewed recent New York State Authority Budget Office and Office of the State Comptroller reports related to IDAs. Mr. Popli reported that these reports included recommendations for documented cost/benefit analyses, clawbacks and improved job creation tracking. Mr. Popli noted that none of the recommendations were directed to COMIDA, and that COMIDA has had these policies and procedures in place for many years. Mr. Popli noted that the reports had included comments regarding conflicts of interest, and thus going forward the Chair will remind the Board of their obligation and opportunity to disclose any conflict of interest. Mr. Popli also noted that all Board members are current on their required training and encouraged the board to avail themselves of additional training available through the New York State Authority Budget Office and Committee on Open Government

Executive Director noted that the Office of the State Comptroller had issued their Annual Performance Report on New York State's Industrial Development Agencies. Ms. Seil noted that COMIDA is the 2<sup>nd</sup> most active IDA in the state and that COMIDA assisted projects in total have far exceeded the job creation requirements, while maintaining one of the lowest costs/job gained ratios.

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

**Miscellaneous:**

**- Rochester Presbyterian Home – 2008 Bonds**

On a motion made by J. Popli and seconded by C. Campbell, a resolution was adopted approving the early redemption of bonds and transfer to Rochester Presbyterian Home, Inc. and RPH-West, Inc. All Aye.

Chair Mazzullo again thanked Steve Moore for his service to the COMIDA board and Monroe County.

There being no further business, on a motion made by A. Burr and seconded by J. Popli, the meeting was adjourned.