



COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY

MINUTES – AGENCY MEETING – July 20, 2010

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

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

Also Present: J. Seil (Executive Director), E. Liberti,
M. Townsend, Esq.

Chair Mazzullo called the meeting to order. E. Caccamise led the Pledge of Allegiance.

Chair Mazzullo opened the Public Forum. There being no speakers, the Public Forum was closed.

Jim Loewke of Loewke & Brill Consulting presented the Monitoring Report for the period of June 1, 2010 to June 30, 2010. During that time, 74 site visits were conducted. Of the 297 workers that were identified, all were compliant on the initial visit. Loewke & Brill delivered 3 signs to Harris Corporation, Kinney Drugs and Indus Chili Ave. Associates.

J. Seil presented the following applications for agency consideration:

Semrock, A Unit of IDEX Corporation (EquiPlus)

The company was represented by David Lisborg. Semrock, founded in 2000, manufactures quality optical filters for biotech and analytical instrumentation applications. Semrock currently leases 20,000 square feet at 3625 Buffalo Rd. in the town of Gates. Semrock proposes to build out 5,000 square feet of additional office space at 3625 Buffalo Road to free up room for additional manufacturing space. The cost of the renovations is approximately \$200,000. In addition, Semrock will be purchasing \$1,300,000 of manufacturing equipment. The company has grown from 4 employees to 94 employees and expects to create an additional 10 new jobs as a result of this project. Semrock has been approved for the GreatRebate program through Monroe County Industrial Development Corporation. After a brief discussion and on motion made by E. Caccamise and seconded by L. Doyle, an inducement and final resolution was adopted approving subject project. All Aye.

Choice One Development-Unity II, LLC (Lease/Leaseback with LeasePlus)

The company was represented by Bill Valle. Choice One Development - Unity II, LLC (CO) proposes to construct a single story medical building consisting of 21,000 square feet on 3.1 acres in the Town of Chili. The facility will consist of a primary care medical center, to be leased by Unity Family Medicine which will be relocating from its current location on Chili Ave. It will also have a dialysis treatment center and a medical laboratory collection center. The \$5.9 million project is projected to create 11 new FTE within three years. The LeasePlus job creation requirement is 4 FTE. A public hearing was held July 19, 2010 in the Town of Chili. After a brief discussion and on a motion made by H. Stuart and seconded by E. Caccamise, a resolution was adopted approving SEQR for subject project. All aye. On a motion made by E. Caccamise and seconded by A. Burr, an inducement and final resolution was adopted approving subject project. All Aye.

Vampiro Ventures, LLC**(Lease/Leaseback with JobsPlus)**

The company was represented by Chris Leva. Vampiro Ventures, LLC proposes to construct an 8,000 square foot building at 1770 Emerson Street in the City of Rochester. The building will consist of 5,500 square feet of warehouse space and 2,500 square feet of office space and will be leased to New York Commercial Flooring, Inc (NYCF). NYCF is a commercial flooring contractor specializing in the sale and installation of commercial carpet and vinyl floor products. Their customers are general contractors, real estate developers, health care facilities and other commercial end-users. NYCF currently leases office and warehouse space in three facilities, which is both costly and inefficient. The \$642,500 project will allow them to consolidate all of their operations into one location. NYCF currently employs 24 and projects to create 3 new FTEs within three years. The JobsPlus job creation requirement is 3 FTE. After a brief discussion and on a motion made by E. Caccamise and seconded by H. Stuart, a resolution was adopted approving SEQR for subject project. All aye. On a motion made by L. Doyle and seconded by E. Caccamise, an inducement and final resolution was adopted approving subject project. All Aye.

314 Hogan Road, LLC**(Lease/Leaseback with JobsPlus)**

The company was represented by Sam Messer Jr. 314 Hogan Road, LLC proposes to renovate and expand a 3,200 square foot building at 314 Hogan Road in the Town of Perinton. The facility will be leased to Applied Measurement & Controls, Inc (AM&C), a manufacturers' representative and distributor to the process control and instrumentation industry. AM&C has outgrown the facility they currently occupy in the Town of Victor. The \$695,200 project consists of renovations to the existing structure and a 3,000 square foot warehouse addition. AM&C currently employs 8 and projects to create 4 new FTEs within three years. The JobsPlus job creation requirement is 1 FTE. After a brief discussion and on a motion made by A. Burr and seconded by E. Caccamise, a resolution was adopted approving SEQR for subject project. All aye. On a motion made by S. Moore and seconded by E. Caccamise, an inducement and final resolution was adopted approving subject project. All Aye.

ETA Chapter 2, LLC**(Lease/Leaseback with JobsPlus)**

The company was represented by Rick Dorschel. ETA Chapter 2, LLC (ETA) proposes to renovate and expand an existing 1800 square foot facility on West Henrietta Road in the Town of Henrietta. The facility will be leased to Upstate Auto Credit for its corporate headquarters. Upstate Auto Credit provides automobile purchase financing. The project cost for the 1320 square foot addition is \$594,000. Upstate Auto Credit currently employs 8 Full-time, and expects to create 2 new Full-time positions within three years. The JobsPlus job creation requirement is 1 FTE. After a brief discussion and on a motion made by E. Caccamise, and seconded by H. Stuart, a resolution was adopted approving SEQR for subject project. All Aye. On a motion made by E. Caccamise and seconded by S. Moore, an inducement and final resolution was adopted approving subject project. All Aye.

Garden Trends Inc., dba Harris Seeds**(EquiPlus)**

The company was represented by Joe DeWandler. Since 1879, Harris Seeds has marketed vegetable and flower seeds as well as plants and growing supplies to gardeners and professional growers throughout the USA. Harris Seeds conducts extensive vegetable and flower variety trials in Rochester as well as many other areas of the Northeast. A germination lab inside its Rochester facility ensures that the seeds it sells are of the highest quality. Harris Seed will be investing \$86,000 to update their warehouse with energy efficient lighting, additional racking and shelving. They will be adding office cubicles to support customer care personnel and upgrading their IT server to consolidate and support all computer functions. Harris Seeds currently employs 36 FTEs and expects to create 2 new full-time positions. Harris Seeds has been approved for the GreatRebate program through Monroe County Industrial Development Corporation. On a motion made by E. Caccamise and seconded by R. Hurlbut, an inducement and final resolution was adopted approving subject project. All Aye.

WorldGate Communications **(EquiPlus)**

The company was represented by George Daddis. WorldGate Communications, Inc. (WorldGate) designs, manufactures and distributes personal video phones which offer high-quality, real time, two-way video communications. WorldGate was founded in Trevoise, Pennsylvania in 1996 and will open an office at 15 Schoen Place in the Town of Pittsford. WorldGate will be investing \$61,494 to equip and furnish the space and expects to create 5 new full-time positions in the next two years. WorldGate has been approved for the GreatRebate program through Monroe County Industrial Development Corporation. On a motion made by E. Caccamise and seconded by R. Hurlbut an inducement and final resolution was adopted approving subject project. All Aye.

DB-705 Calkins, LLC **(EquiPlus)**

The company was represented by Shawn O'Donnell. DB – 705 Calkins, LLC will operate DoodleBugs! day care center at a newly constructed 11,352 square foot building in the Town of Henrietta, adjacent to the Wegmans supermarket. The Doodlebugs! day care center will have classrooms, a two-story interior play village, computer lab, parent's lounge, and large outdoor playground. The total cost of equipment and furnishings is \$250,000 and will result in the creation of 45 FTEs. On a motion made by L. Doyle and seconded by E. Caccamise an inducement and final resolution was adopted approving subject project. All Aye.

Monroe Motor Products Corp. **(EquiPlus)**

The company was represented by Michael Gordon. Monroe Motor Products Corp. (MMP) is a distributor of automobile aftermarket parts. The company services New York State and Northern Pennsylvania. MMP will be updating their warehouse inventory control system, investing \$184,000 in servers, software and infrastructure. MMP currently employs 155 and expects to create 3 new full-time positions. MMP has been approved for the GreatRebate program through Monroe County Industrial Development Corporation. On a motion made by E. Caccamise and seconded by S. Moore an inducement and final resolution was adopted approving subject project. All Aye.

Innovative Data Processing Solutions, LTD **(EquiPlus)**

The company was represented by Bob Titus. Innovative Data Processing Solutions, LTD (IDPS) is a technology service provider that develops software and provides network and web solutions to businesses in upstate New York. IDPS will be investing \$126,059 to update their phone system, servers and software. IDPS employs 48 and expects to create 3 new full-time positions. IDPS has been approved for the GreatRebate program through Monroe County Industrial Development Corporation. *IDPS was previously approved for the GreatRate program in 2007, at which time the company employed 32 FTE. On motion made by E. Caccamise and seconded by H. Stuart an inducement and final resolution was adopted approving subject project. All Aye.

Signs Now of Rochester, Inc. **(EquiPlus)**

The company was represented by Jackie Ciresi. Signs Now of Rochester, Inc (Signs Now) is a woman-owned business that provides cut vinyl graphics, large format printing, vehicle wraps and lighted and dimensional signs. Signs Now serves the Western New York area as well as several national accounts. Signs Now intends to lease approximately 7,000 square feet of space at 275 Marketplce Drive in the Town of Henrietta. The cost of the equipment and renovations is approximately \$100,000. The company was founded in 1999 and has 4 employees and will create one additional job as a result of this project. Signs Now has been approved for the GreatRate program through Monroe County Industrial Development Corporation. On motion made by A. Burr and seconded by L. Doyle an inducement and final resolution was adopted approving subject project. All Aye.

Alleson of Rochester, Inc.

(EquiPlus)

The company was represented by Mike Kretovic. Alleson of Rochester, Inc. (Alleson), founded in 1933, is a manufacturer and distributor of athletic apparel, and is located in a 128,000 square foot facility in the Town of Henrietta on Brighton Henrietta TL Road. Alleson will be renovating their offices to expand their call center and purchasing new equipment. The total project cost is \$600,000, with \$300,000 for renovations and \$300,000 for equipment. Alleson employs 100. Alleson projects to create 10 new jobs. Alleson has been approved for the GreatRebate program through Monroe County Industrial Development Corporation. On motion made by E. Caccamise and seconded by H. Stuart an inducement and final resolution was adopted approving subject project. All Aye.

On motion made by R. Hurlbut and seconded by H. Stuart, minutes for the meeting of June 15, 2010 were reviewed, adopted and approved. All Aye.

Chair Mazzullo noted that the PILOT Compliance Review committee (Hurlbut-Chair, Mazzullo, Stuart) met to review met on July 14, 2010. The committee reviewed the ten companies that were granted waivers in 2009 and given additional time to meet their requirements (by December 31, 2010). One company is now in compliance and the other nine companies are continuing to strive to meet their job creation requirements. Companies will be surveyed again on December 31, 2010 to review their progress.

For year end 2009, 220 companies have PILOT agreements which contain job creation requirements. Of these, only eight companies were non-compliant with their PILOT requirements. These companies were asked to provide a letter explaining their inability to meet the PILOT requirements. Upon review of this information by the committee, one company was able to meet their requirement during the first 6 months of the 2010 and their default has been cured. The committee recommends termination of one PILOT agreement and is recommending additional time (through December 31, 2011) for the other six companies to meet their job creation requirements. These companies offered compelling business reasons in support of their request for waiver, had demonstrated strategic initiatives aimed at increasing employment. After a brief discussion, on a motion made by R. Hurlbut and seconded by H. Stuart, the board approved the waiver through December 31, 2011.

Executive Director Seil reported that all authorities housed within the Monroe County Economic Development department are current on their reports with the New York State authorities. Of the 402 companies surveyed for the Annual Financial Reporting process, jobs at application were approximately 40,000. As of December 31, 2009, these same companies reported more than 64,000 employees, which exceeds job creation requirements by more than 6,000 employees.

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

Transfer of Property:

1285 Mt. Read Blvd

On motion made by H. Stuart and seconded by R. Hurlbut, a resolution was adopted approving sale of the property to Regional Distributors, Inc. All Aye.

Terminations:

-Genesee Valley Real Estate

-Mastercraft/Caldwell Corporation

-Max Properties – 52 and 56 Windsor St.

-167 Sully' Trail

On motion made by R. Hurlbut and seconded by S. Moore, a resolution was adopted approving termination of the above projects. All Aye.

Miscellaneous:

1241 PVR LLC

On motion made by R. Hurlbut and seconded by A. Burr, a resolution was adopted approving the addition of two tenants, Campus Construction Management and NetApp. All Aye.

There being no further business, on a motion made by R. Hurlbut and seconded by E. Caccamise, the meeting was adjourned.