



COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY

MINUTES – AGENCY MEETING – August 19, 2014

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

Board Present: T. Mazzullo (Chair), A. Burr, C. Campbell,
J. Popli, M. Siwec, M. Worboys-Turner

Board Excused: E. Caccamise

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

Chair Mazzullo called the meeting to order. M. Siwec led the Pledge of Allegiance.

Chair Mazzullo opened the Public Forum. There being no 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 one request for exemption from the local labor requirements for the Flatts LLC/Christenson Corp. project, under the criteria “warranty”. Mr. LaFountain reported that upon review, the Bonadio Group found the request valid.

Yvonne Lowrey of Loewke Brill Consulting Group, Inc. presented the Monitoring Report for the period of July 1, 2014 – July 31, 2014. During that time, 59 monthly and 3 follow up visits were conducted. Of the 473 workers that were identified, three were non-compliant on the initial visit. As of July 31, 2014 all monitored sites were compliant. Loewke & Brill delivered signs to 5 new projects.

J. Seil presented the following applications for agency consideration:

Unither U.S. Corp. (\$15,726,000 – Sales Tax Exemption Only)

The company was represented by Bob Schrader. UNITHER Pharmaceuticals, headquartered in France, is one of the world’s leading contract manufacturers of sterile unit dose preparations. In 2013, Unither’s wholly owned subsidiary, Unither U.S. Corp. (UUSC), acquired the 575,000 square foot former UCB Pharma manufacturing facility in the Town of Henrietta, retaining 250 employees. UUSC is now proposing to invest \$15.7 Million in equipment (\$12.8 Million) and build out (\$2.8 Million) of 6,500 square feet of manufacturing space to accommodate additional product lines. The project will impact 262 FTEs and is projected to create 22 new FTEs over the next three years. The applicant is seeking approval of sales tax exemption only on build out costs of \$2,865,000. The Benefit/Incentive ratio is 19.3:1. The project has received the support of New York State. A Public Hearing will be held September 8, 2014. 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 A. Burr and seconded by M. Worboys-Turner, an inducement resolution was adopted approving subject project up to \$100,000. All Aye.

Conifer Realty LLC**(\$1,277,821 – Sales Tax Exemptions Only)**

The company was represented by Tom Johnson. Conifer Realty LLC (CR), founded in Rochester in 1975, is a full service real estate company specializing in the development and management of affordable housing communities. CR concentrates its business in New York, New Jersey, Maryland and Pennsylvania, and currently owns and manages over 13,000 apartment units throughout these regions. CR has outgrown its current location and will be relocating to the Gleason Business Center in the City of Rochester. CR will invest \$1.2 million in leasehold improvements (\$941,668) and FFE (\$336,133). The new 20,000 square foot location will accommodate as many as 30 additional employees. CR currently employs 168 FTEs and expects to create 4 new full-time positions within the next two years. CR has been approved for the GreatRebate program through Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus program. The Benefit/Incentive ratio is 2.6:1. 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 C. Campbell and seconded by M. Worboys-Turner, an inducement resolution was adopted approving subject project. All Aye.

One Mt. Hope LLC**(\$4,776,739 – Lease/Leaseback with Custom Abatement)**

The company was represented by Mary Whittier. One Mt. Hope LLC, (1MH) a real estate holding company, is proposing the renovation of an approximately 35,000 square foot building on 1.75 acres at One Mt. Hope Avenue in the City of Rochester. The building is leased by a related entity, Bivona Child Advocacy Center (BCAC). Established in 2004, BCAC provides services and support to child victims of abuse. In its ten year history BCAC has helped more than 12,000 children. The Mt. Hope location offers improved client accessibility and proximity to downtown law enforcement agencies and Golisano Children's Hospital. The building and grounds are severely deteriorated. The \$4.8 Million project includes a new roof, historical restoration of the parapet, significant interior reconfiguration and major systems upgrades. In order to make the project financially viable, a portion of the equity will be raised through the syndication of the NYS and Federal Historic tax credits. This necessitates the creation of a for-profit entity, 1MH, which will own and renovate the property. The project will impact 11 FTEs and is projected to create 3 new FTEs over the next three years. The City of Rochester has asked COMIDA to provide a custom abatement. The Benefit/Incentive ratio is 1:1. A Public Hearing was held in the City of Rochester on August 19, 2014. 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 M. Siwec and seconded by A. Burr, an inducement resolution was adopted approving subject project. All Aye.

Collecto Inc. dba EOS CCA**(\$150,000 – Sales Tax Exemptions Only)**

The company was represented by Carol Langdon. Collecto Inc. dba EOS CCA (EOS), an accounts receivable management company, is proposing to consolidate several healthcare billing and collection centers to their current 15,000 square foot office in the Town of Brighton. EOS will lease an additional 5,000 square feet and purchase \$150,000 in equipment and furnishings. EOS currently employs 128 FTEs and expects to create 30 new full-time positions. EOS has been approved for the GreatRebate program through Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus program. The Benefit/Incentive ratio is 3.7:1. 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 M. Siwec and seconded by M. Worboys-turner, an inducement resolution was adopted approving subject project. All Aye.

On motion made by A. Burr and seconded by J. Popli, minutes for the meeting of July 15, 2014 were reviewed and adopted and approved. All Aye.

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

Miscellaneous:**-CityGate**

On a motion made by J. Popli and seconded by C. Campbell, at the request of the City of Rochester, a resolution was adopted approving a PILOT modification allowing up to 75% of the PIF payments to be directed to debt service (formerly 55%). All Aye.

-Hive@155

On a motion made by J. Popli and seconded by M. Worboys-Turner, at the request of the City of Rochester, a resolution was adopted approving a custom PILOT for this project to replace the previously approved CUE exemption. All Aye.

- Van Hook Service Co., Inc.

On a motion made by C. Campbell and seconded by A. Burr, a resolution was adopted approving a \$35,000 increase in project costs to \$275,000. All Aye.

Terminations:

-Calkins Corporate Park 300 Red Creek Drive

On a motion made by C. Campbell and seconded by A. Burr, a resolution was adopted approving the termination of the above named projects. All Aye.

- Plumbers & Pipefitters

On a motion made by A. Burr and seconded by J. Popli, a resolution was adopted approving the termination of the above named projects. All Aye.

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