



**BOARD MEETING MINUTES**  
**October 15, 2019**

Time & Place: 12:00 p.m., Wheatland Town Hall, 22 Main Street, Scottsville, NY 14546, 12:00 p.m.

Board Present: A. Burr, L. Bolzner, J. Lusk, A. Meleo, T. Milne, J. Popli

Board Absent: None

Also Present: J. Adair (Executive Director), M. Patel, Esq., K. Loewke, B. Lafountain

Chair Burr called the meeting to order at 12:00 p.m. and the board recited the Pledge of Allegiance.

On motion by J. Popli, second by T. Milne, all aye, the minutes of the September 17, 2019 meeting were approved.

K. Loewke presented the local labor report for September 2019.

B. Lafountain presented the local labor verified exemptions report for September 2019.

No members of the public spoke before the board.

J. Adair presented the financial report for September 2019.

J. Adair presented the following projects for consideration:

**Precision Optical Transceivers**

Precision Optical Transceivers, Inc. (Precision OT) is a system engineering company focused on development of optical transceivers and related active/passive optical components. Precision OT is proposing to purchase optical transceiver testing equipment for new product development. The Company currently employs 45 FTEs and expects to create 5 new full time positions over the next year. Precision OT has been approved for the GreatRebate program through Monroe County Industrial Development Corporation and is seeking sales tax exemption for equipment purchases of \$201,500. The Benefit/Incentive ratio is 68:1.

The applicant was represented by D. Halladay, Chief Development Officer. The applicant confirmed awareness of the local labor policy and that exemptions need to be requested 45 days in advance.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY D/B/A IMAGINE MONROE TAKING OFFICIAL ACTION TO (i) APPOINT PRECISION OPTICAL TRANSCEIVERS, INC. AS ITS AGENT TO UNDERTAKE A CERTAIN PROJECT; (ii) PROVIDE FINANCIAL ASSISTANCE TO THE COMPANY IN THE FORM OF A SALES TAX EXEMPTION FOR PURCHASES AND RENTALS RELATED TO THE ACQUISITION AND INSTALLATION OF EQUIPMENT IN, ON OR AROUND THE FACILITY, AND (iii) EXECUTE A PROJECT AGREEMENT AND RELATED DOCUMENTS.

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

L. Bolzner	Yea	A. Meleo	Yea
A. Burr	Yea	T. Milne	Yea
J. Lusk	Yea	J. Popli	Yea

**SimuTech Group Inc.**

SimuTech Group, Inc. (SimuTech) provides engineering simulation software and engineering consulting with offices across the US and Canada. The Company primarily serves customers in the aerospace, automobile, defense, energy, healthcare and industrial equipment industries. SimuTech proposes to construct a new 14,500 square foot headquarters in the Town of Penfield. The new facility will include a training hub for employees and customers. SimuTech employs a total of 116 employees with 24 FTEs in Monroe County. The applicant is seeking a JobsPlus Property Tax Abatement, Sales Tax and Mortgage Recording Tax Exemptions. The \$3.2 million project expects to create 3 new FTEs over the next 3 years. The benefit to incentive ratio is 10:1.

The applicant was represented by J. Ilijevski and K. Lally. The applicant confirmed awareness of the local labor policy and that exemptions need to be requested 45 days in advance.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY D/B/A IMAGINE MONROE TAKING OFFICIAL ACTION TO (i) ACKNOWLEDGE THE PUBLIC HEARING HELD BY THE AGENCY ON OCTOBER 9, 2019, WITH RESPECT TO THE PROJECT; (ii) MAKE A DETERMINATION WITH RESPECT TO THE PROJECT PURSUANT TO SEQRA; (iii) APPOINT SIMUTECH GROUP, INC. 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 ACQUISITION, CONSTRUCTION AND EQUIPPING OF THE PROJECT, (B) 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) AUTHORIZE THE NEGOTIATION, EXECUTION AND DELIVERY OF A PROJECT AGREEMENT, LEASE AGREEMENT, LEASEBACK AGREEMENT, PILOT AGREEMENT AND RELATED DOCUMENTS WITH RESPECT TO THE PROJECT.

J. Adair presented the following project modifications for consideration:

**Gallina Cambridge, LLC – New Tenant**

Clerio Vision, Inc will occupy the almost 13,000 sq. ft. space formerly occupied by Farmers Insurance. Clerio provides non-invasive vision correction solutions. Gallina Cambridge, LLC was approved for a JobsPlus property tax abatement in 2013.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY D/B/A IMAGINE MONROE (THE "AGENCY") AUTHORIZING THE SUBLEASE BY GALLINA CAMBRIDGE, LLC (THE "COMPANY") OF A PORTION OF ITS PROJECT LOCATED AT 1892 SOUTH WINTON ROAD IN THE TOWN OF BRIGHTON, COUNTY OF MONROE AND STATE OF NEW YORK (THE "PROJECT") TO CLERIO VISION, INC.; AND THE EXECUTION OF RELATED DOCUMENTS.

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

J. Adair presented the proposed 2020 budget. A. Meleo reported that the Finance Committee met on October 9, 2019 to review the proposed budget and the Committee recommends that the full board accept the budget as presented. After review and discussion, on motion by A. Meleo, second by L. Bolzner, all aye, the board approved the 2020 budget.

Chair Burr mentioned that she attended the grand opening for Cedarwood Towers, a project that was approved by the board in 2018.

There being no further business and on motion by J. Popli, second by L. Bolzner, all aye, the regular meeting of the Board of Directors of Imagine Monroe was adjourned at 12:23 pm.



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Lisa Bolzner, Secretary