



**DRAFT BOARD MEETING MINUTES  
November 19, 2019**

Time & Place: 12:00 p.m., Parma Town Hall, 1300 Hilton Parma Road, Hilton, NY 14468, 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), R. Baranello, Esq., K. Loewke, L. Sadowski

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 October 15, 2019 meeting minutes were approved.

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

J. Adair presented the local labor verified exemption report for October 2019.

No members of the public spoke before the board.

J. Adair presented the financial report for October 2019.

J. Adair presented the following projects for consideration:

**Rotork Controls, Inc.**

Rotork Controls, Inc. (Rotork) is a U.K., privately owned, manufacturing company with an established facility in Rochester, NY since 1979. The company manufactures actuators which provides flow control of gases or fluids for the oil, gas, power and water industries. In efforts to consolidate manufacturing functions within North America, Rotork proposes an expansion of 52,290 square feet to their existing facility in the Town of Gates. Rotork considered North Carolina before selecting Monroe County for this project. The \$7.7 million construction project will add manufacturing space with additional office space. The applicant seeks approval of a JobPlus Property Tax Abatement and Sales Tax Exemption on construction materials, furniture, fixtures and equipment purchases. Rotork will also invest \$3 million in manufacturing equipment. The \$10.7 million project is projected to create 30 full time jobs over 3 years. The job requirement is 12. The Benefit/Incentive ratio is 30:1.

The applicant was represented by Chris Mickelson. 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 (i) ACKNOWLEDGING THE PUBLIC HEARING HELD BY THE AGENCY ON OCTOBER 9, 2019, WITH RESPECT TO THE ROTORK CONTROLS INC. (THE "COMPANY") PROJECT (AS DEFINED HEREIN); (ii) MAKING A DETERMINATION WITH RESPECT TO THE PROJECT PURSUANT TO SEQRA; (iii) APPOINTING THE COMPANY AS AGENT OF THE AGENCY; (iv) AUTHORIZING 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 AND (B) A REAL PROPERTY TAX ABATEMENT STRUCTURED THROUGH A PAYMENT-

IN-LIEU-OF-TAX AGREEMENT ("PILOT AGREEMENT"); AND (v) AUTHORIZING THE NEGOTIATION, EXECUTION AND DELIVERY OF A PROJECT AGREEMENT, LEASE AGREEMENT, LEASEBACK AGREEMENT, PILOT AGREEMENT AND RELATED DOCUMENTS WITH RESPECT TO THE PROJECT.

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

### **150 LGD, LLC**

150 LGD, LLC, a real estate holding company, is proposing the purchase and partial renovation of the former High Tech Rochester Inc. building in the Town of Henrietta for D3 Engineering, LLC (D3), a related entity. D3 is an outsourced product development firm specializing in incorporating advanced vision, sensor, power, and control technologies into their client's new products. D3 has also developed driverless technologies, primarily for industry (i.e. driverless forklifts). The Company is currently operating out of 3 locations and proposes to consolidate into one. D3 proposes to occupy at least 24,000 square feet, 51% of the building. The \$630,000 project will impact 62 FTEs and is projected to create 20 new FTEs over the next three years. The applicant is seeking approval of Sales Tax Exemption only on purchases of materials, furniture, fixtures and equipment. The Benefit/Incentive ratio is 252:1.

The applicant was represented by Scott Reardon. 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 150 LGD, LLC OR A RELATED ENTITY FORMED OR TO BE FORMED (COLLECTIVELY, THE "COMPANY") AS ITS AGENT TO UNDERTAKE A CERTAIN PROJECT; (ii) PROVIDE FINANCIAL ASSISTANCE TO THE COMPANY IN THE FORM OF A SALES AND USE TAX EXEMPTION FOR PURCHASES AND RENTALS RELATED TO THE RENOVATION AND EQUIPPING OF THE PROJECT; (iii) AUTHORIZE THE EXECUTION AND DELIVERY OF A PROJECT AGREEMENT AND RELATED DOCUMENTS AND (iv) MAKE A DETERMINATION WITH RESPECT TO THE PROJECT PURSUANT TO SEQRA.

On motion by J. Popli to approve the resolution, second by L. Bolzner, 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

### **EFPR Group, CPA's, LLC**

EFPR Group, CPAs, PLLC (EFPR), provides business valuation, auditing, forensic accounting, business management, and backoffice services to their clients. The company is headquartered in Monroe County, with operations throughout New York and Florida. EFPR proposes to maintain their headquarters in Monroe County. The company currently leases space in the Town of Henrietta and is proposing to relocate to 28,800 square feet of leased space within the currently vacant Xerox Tower, in the City of Rochester. The move will accommodate forecasted growth and assist in recruiting new talent. EFPR has been approved for the GreatRebate program through Monroe County Industrial Development Corporation and is seeking Sales Tax Exemption for furniture, fixtures and equipment purchases of \$143,690. The

project will impact 78 jobs and create 7 new FTEs over one year. The job requirement is 2. The Benefit/Incentive ratio is 76:1.

The applicant was represented by Hope DellaStua. 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 EFPR GROUP, CPAS, PLLC 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 L. Bolzner to approve the resolution, second by A. Meleo, 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

#### **Alstom Signaling, Inc.**

Alstom Signaling, Inc. (Alstom) develops and markets systems, equipment and services for the transportation sector. The Company offers a wide range of railway products, services and solutions that are sold worldwide. Alstom is proposing a relocation of their Monroe County facility from John Street to the Riverwood Tech Campus in Henrietta, NY. The new renovated 114,500 sq. ft. facility will focus on R&D, engineering and project management. To facilitate future growth, the new location will provide customized floor plans and state of the art IT infrastructure. The site also provides a training facility which will be used for regional and global company events. The \$3.4 million project will impact 433 FTEs and is projected to create 34 new FTEs over the next three years. The applicant is seeking approval of Sales Tax Exemption on purchases of furniture, fixtures, equipment. The Benefit/Incentive ratio is 103:1.

The applicant was represented by Chris Picard and Gabriel Colceag. The applicant confirmed awareness of the local labor policy and that exemptions need to be requested 45 days in advance. No comments were made at the public hearing.

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 ALSTOM SIGNALING INC. OR A RELATED ENTITY FORMED OR TO BE FORMED (COLLECTIVELY, THE "COMPANY") AS ITS AGENT TO UNDERTAKE A CERTAIN PROJECT; (ii) PROVIDE FINANCIAL ASSISTANCE TO THE COMPANY IN THE FORM OF A SALES AND USE TAX EXEMPTION FOR PURCHASES AND RENTALS RELATED TO THE RENOVATION AND EQUIPPING OF THE PROJECT; (iii) AUTHORIZE THE EXECUTION AND DELIVERY OF A PROJECT AGREEMENT AND RELATED DOCUMENTS AND (iv) MAKE A DETERMINATION WITH RESPECT TO THE PROJECT PURSUANT TO SEQRA.

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

J. Adair presented the following project modifications for consideration:

**FiveTwentyFive East Broad Phase 1 - Increase**

FiveTwentyFive East Broad LLC, a real estate holding company, is constructing a residential building containing 6 townhouses and 40 apartments in the City of Rochester's Neighborhood of Play. The first phase of the project was originally approved for Sales and Mortgage Recording Tax Exemption and an 11 year Property Tax Abatement. The applicant has experienced an increase in project costs due to unanticipated components and low estimated construction costs. This request is for an increase in project costs of \$1,882,295 million and associated Sales Tax Exemption. The applicant was represented by Gary Izzo.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY D/B/A IMAGINE MONROE (THE "AGENCY") AUTHORIZING ADDITIONAL FINANCIAL ASSISTANCE TO FIVETWENTYFIVE EAST BROAD LLC (THE "COMPANY") IN AMOUNTS EXCEEDING THE AMOUNTS APPROVED BY THE AGENCY IN ITS RESOLUTION ADOPTED ON NOVEMBER 27, 2018.

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

**American Packaging Corporation Phase 2 - Extension**

American Packaging Corporation is a manufacturer of packaging for the food, beverage, medical, personal care and other specialty markets. This multi-phased project was originally approved in February 2017 with Phase II approved in September 2018. American Packaging is requesting an extension on the Sales Tax Exemption through December 31, 2020 as Phase II is taking longer than expected.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY D/B/A IMAGINE MONROE (THE "AGENCY") AUTHORIZING THE EXTENSION OF THE SALES TAX EXEMPTION BENEFIT GRANTED TO AMERICAN PACKAGING CORPORATION (THE "COMPANY") THROUGH DECEMBER 31, 2020.

On motion by J. Popli to approve the resolution, second by L. Bolzner, the motion carried with an abstention by J. Lusk.

**390 East CBM - Increase**

390 East CBM, LLC is a real estate holding company redeveloping the current East Ave Inn to a 125 room Marriott Courtyard in the City of Rochester. The project was approved in May 2019 for Sales and Mortgage Recording Tax Exemption and a JobsPlus Property Tax Abatement. The applicant has experienced an increase in project costs due to unanticipated costs associated with the project. This request is for additional project costs of \$2,000,000 million, associated Mortgage Recording Tax Exemption, and extension of Sales Tax Exemption through June 30, 2020. The total project cost is now \$24,000,000 million. The applicant was represented by John Billone Jr.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY D/B/A IMAGINE MONROE (THE "AGENCY") AUTHORIZING (i) ADDITIONAL FINANCIAL ASSISTANCE TO 390 EAST CBM, LLC (THE "COMPANY") IN AMOUNTS EXCEEDING THE AMOUNTS APPROVED BY THE AGENCY IN ITS RESOLUTION ADOPTED ON MAY 21, 2019 AND (ii) AUTHORIZING THE EXTENSION OF THE SALES TAX EXEMPTION BENEFIT GRANTED THE COMPANY THROUGH JUNE 30, 2020.

On motion by A. Meleo to approve the resolution, second by L. Bolzner, 4 ayes, 2 nays, the motion carried.

**Casey Properties LLC - Assumption**

101 Despatch LLC has entered into an agreement to purchase Casey Properties LLC in the Town of East Rochester and is requesting approval to assume the JobsPlus Property Tax Abatement. The applicant was represented by Joseph McRae and Todd Henderson.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY D/B/A IMAGINE MONROE (THE "AGENCY") AUTHORIZING THE SALE BY CASEY PROPERTIES, LLC ("SELLER") OF ITS ASSETS RELATED TO, AND THE ASSIGNMENT OF ITS INTERESTS IN AND TO, THE PROPERTY KNOWN AS 101 DESPATCH DRIVE IN THE VILLAGE OF EAST ROCHESTER, NEW YORK TO 101 DESPATCH, LLC ("PURCHASER"); AND THE EXECUTION OF RELATED DOCUMENTS.

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

**Riverwood Tech Campus, LCC - Increase**

Riverwood Tech Campus, LLC, a real estate development company, is renovating the former Kodak Marketing Education Center on 150 acres in the Town of Henrietta. The project was originally approved for Sales and Mortgage Recording Tax Exemptions and a Custom Property Tax Abatement. The applicant has experienced an increase in project costs due to tenant buildouts, including but not limited to the buildouts for Crown Castle and Alstom Signaling. This request is for an increase in project costs of \$21,912,082 resulting in an increase in Sales and Mortgage Recording Tax Exemption. The applicant was represented by Fred Rainaldi Jr.

The board considered the following resolution: RESOLUTION OF THE COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY D/B/A IMAGINE MONROE (THE "AGENCY") AUTHORIZING ADDITIONAL FINANCIAL ASSISTANCE TO RIVERWOOD TECH CAMPUS, LLC (THE "COMPANY") IN AMOUNTS EXCEEDING THE AMOUNTS APPROVED BY THE AGENCY IN ITS RESOLUTION ADOPTED ON OCTOBER 20, 2015.

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

A. Burr reported that the Audit Committee met earlier to review three proposals received for auditing responses in response to an RFP. The committee recommends Mengel Metzger Barr & Co. LLP as auditor for the 2019 financial statement. On motion by A. Burr, second by T. Milne, all aye, Mengel Metzger Barr & Co. LLP was approved as auditor for 2019 financial audit.

J. Adair introduced Laura Sadowski, the Director of Institutional Advancement at GEVA Theatre, who spoke about the educational programs at GEVA Theater.

There being no further business and on motion by J. Popli, second by T. Milne, all aye, the regular meeting of the Board of Directors of Imagine Monroe was adjourned at 1:15 p.m.