



COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY

MINUTES – AGENCY MEETING – November 21, 2006

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

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

Also Present: J. Seil (Acting Executive Director), W. Zyra (President Monroe County Legislature),
E. Liberti, M. Townsend, Esq.

Chair Mazzullo called the meeting to order. R. Hurlbutt led the Pledge of Allegiance. Chair Mazzullo invited J. Seil to comment with regard to an existing COMIDA project. J. Seil told the board that the 390 Canal Ponds LLC (BJ's Wholesale) project was found to be in violation of the 100% Local Labor requirement, and as such, the COMIDA benefits approved in July 2006 have been revoked. The Public Forum was opened. G. Swanson, ironworkers /Rochester Building & Construction Trades Council, thanked the board for taking action on the 390 Canal Ponds project. There being no other speakers, the Public Forum was closed.

J. Seil presented the following applications for agency consideration:

DelMar Brighton, Inc. (Lease/leaseback-sales tax only)

The company was represented by Tom Sudek. The applicant is proposing to renovate the 149 room Courtyard by Marriott located at 33 Corporate Woods. The project includes complete renovation of all public spaces including the lobby and meeting rooms, new soft goods and furniture in the guestrooms, and new carpeting and wall vinyl in the corridors. The total project cost is \$1.3 million. The hotel employs 43 FTE. The company is seeking exemption from sales tax only. The project qualifies as a tourist destination. Approval is for up to \$100,000 in assistance. Approval for over \$100,000 will be considered after a Public Hearing is held in the Town of Brighton, NY. After a brief discussion and on a motion made by A. Burr and seconded by R. Hurlbutt, an inducement resolution was adopted approving subject project up to \$100,000. All Aye.

Schoen Place LLC (Lease/leaseback)

The company was represented by Alden Longwell. The applicant has purchased property located at 15 Schoen Place. The long vacant building built in 1880 formerly housed a flour and grain mill. The 14,000 square foot 3-story building located on 1.3 acres is being completely renovated at a cost of \$1.5 million. Renovations include complete new roof, siding, windows and interior work. Biophan will be leasing 2 ½ floors of the facility and will be locating 19 workers to the facility and creating 6 new jobs over 5 years. Biophan develops and markets cutting-edge technologies for the medical device industry. The biomedical devices are capable of safely working with magnetic resonance imaging (MRI). The applicant seeks approval of the JobsPlus Tax Incentive based on the rehabilitation of a commercial building vacant for a long time. The JobsPlus job creation requirement is 2. After a brief discussion and on a motion made by R. Hurlbutt and seconded by L. Doyle, an inducement resolution was adopted approving subject project. All Aye. On a motion made by H. Stuart and seconded by R. Hurlbutt, a resolution was adopted approving SEQR for the subject property. All Aye.

Biophan Technologies, Inc. (EquiPlus)

The company was represented by Stu McDonald. Biophan develops and markets cutting-edge technologies for the medical device industry. The biomedical devices are capable of safely working with magnetic resonance imaging (MRI) systems and to provide other technologies that improve the delivery of healthcare. Biophan will be locating 19 workers to a long vacant building at 15 Schoen Place in Pittsford (Schoen Place, LLC) leasing 2 ½ floors of the facility. The company is currently located at the Lennox Tech Incubator in Henrietta. Biophan will be creating 6 new jobs over 5 years. The company seeks EquiPlus for \$166,000 on the computers, phone system, copier and furniture and has been approved for a GreatRebate on the purchases through the Monroe County Industrial Development Corporation. After a brief discussion and on a motion made by H. Stuart and seconded by R. Hurlbutt, an inducement resolution was adopted approving subject project. All Aye.

InSciTek Microsystems, Inc. (EquiPlus)

The company was represented by Eugene Tonucci. InSciTek Microsystems, Inc. develops complex business communication systems and provides high-end product development technology consulting. InSciTek is relocating into 22,500 square feet at Techniplex and will be equipping new lab space. The combined cost of the new equipment is \$212,500. InSciTek employs 43 and will be creating 4 new full time positions. InSciTek has been approved for a GreatRebate through Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus. After a brief discussion and on a motion made by L. Doyle and seconded by H. Stuart, an inducement resolution was adopted approving subject project. All Aye.

Terry Tree Service, LLC (EquiPlus)

Terry Tree Services, LLC (TTS) specializes in storm disaster reclamation, commercial land clearing services and wood resource recovery. TTS has supported federal, state and local governments in disaster relief efforts related to hurricanes, tornados and floods. TTS is purchasing two 2007 International dump trucks and will be equipping them both with knuckle boom loaders. The combined cost of the trucks is \$362,872. TTS employs 41 FTE and will be creating 4 new full time positions. TTS has been approved for a GreatRate through Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus. After a brief discussion and on a motion made by R. Hurlbutt and seconded by H. Stuart, an inducement resolution was adopted approving subject project. All Aye.

The Conking and Calabrese Company, Inc. (EquiPlus)

The company was represented by Alfie LoMaglio. The Conking and Calabrese Company, Inc. (C&C) is a building supply and materials distributor located in the Village of Fairport. C&C will be purchasing a 2001 Sterling LT9513 boom truck. The cost of the truck is \$100,600. C&C employs 18 FTE and will be creating 2 new full time positions. C&C has been approved for a GreatRate through Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus. After a brief discussion and on a motion made by L. Doyle and seconded by S. Moore, an inducement resolution was adopted approving subject project. All Aye.

AJL Manufacturing, Inc. (EquiPlus)

The company was represented by Pat Powers. AJL Manufacturing, Inc. (AJL) is a precision sheet metal manufacturer that provides fabrication, stamping, robotic welding, machining, turning and cleanroom assembly. AJL will be purchasing an Enterprise Resource Planning (ERP) system, including software and hardware. The combined cost of the equipment is \$250,000. AJL employs 174 FTE and will be creating 4 new full time positions. AJL has been approved for a GreatRate through Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus. After a brief discussion and on a motion made by R. Hurlbutt and seconded by A. Burr, an inducement resolution was adopted approving subject project. All Aye.

Elmer W. Davis, Inc. (EquiPlus)

The company was represented by Carl Benson. Elmer W. Davis Inc. is a commercial roofing contractor located in the City of Rochester. Elmer Davis will be purchasing a Terex mobile crane, three new service trucks and other related equipment. The combined cost of the equipment is \$658,000. Elmer Davis employs 50 FTE and will be creating 4 new full time positions. Elmer Davis has been approved for a GreatRate through Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus. After a brief discussion and on a motion made by D. Conte and seconded by L. Doyle, an inducement resolution was adopted approving subject project. All Aye.

Lunch Byte Systems, Inc. (EquiPlus)

The company was represented by Dave Turner. Lunch Byte Systems, Inc. (LBS) is a food service nutrition and management software developer. LBS's nutrition analysis software is used in over 7,500 school districts across the country. LBS is expanding their lab and testing space and will be purchasing new Dell PC systems, including software and hardware. The combined cost of the equipment is \$83,572. LBS employs 45 and will be creating 2 new full time positions. LBS has been approved for a GreatRate through Monroe County Industrial Development Corporation and is seeking approval of the EquiPlus. After a brief discussion and on a motion made by R. Hurlbutt and seconded by A. Burr, an inducement resolution was adopted approving subject project. All Aye.

On motion made by L. Doyle and seconded by R. Hurlbutt, minutes for the meeting of October 17, 2006 were reviewed and adopted and approved. All Aye.

Chair Mazzullo reviewed the progress of The Entrepreneur's Network. Chair Mazzullo praised County Executive Brooks' vision and commitment to this program, which has completed its inaugural session with 18 participants. COMIDA is one of the primary sponsors of this program.

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

Final Resolution:

Irondequoit Preservation LP

ABVI – Goodwill Industries of Greater Rochester, Inc.

Troyer

Winton Place Business Center

On a motion made by R. Hurlbutt and seconded by H. Stuart, a final resolution was adopted approving the above projects. All Aye.

Miscellaneous:

Bersin Properties

On a motion made by R. Hurlbutt and seconded by S. Moore, a resolution was adopted approving the refinancing of the project with taxable bonds in an amount not to exceed \$7,000,000. All Aye.

2620 W. Henrietta Road, LLC (Tenant Time Warner)

On a motion made by H. Stuart and seconded by L. Doyle, a resolution was adopted approving assignment of lease and PILOT to Brownstein Realty Corp. All Aye.

Hughes Associates (Tenant SPS Medical)

On a motion made by S. Moore and seconded by R. Hurlbutt, a resolution was adopted approving an increase in the project amount of \$407,000, from \$2,970,000 to \$3,277,000. All Aye.

Cassara Properties Inc.

On a motion made by L. Doyle and seconded by A. Burr, a resolution was adopted approving the transfer of 4 acres at Canal Ponds. S. Moore abstained. All others Aye.

Gallina/Lane Enterprises

On a motion made by L. Doyle and seconded by R. Hurlbutt, a resolution was adopted approving a new tenant, Lane Enterprises. All Aye.

TDMLSE, LLC

On a motion made by A. Burr and seconded by S. Moore, a resolution was adopted approving a new tenant, Hilton Physical Therapy. All Aye.

Modification:

Del Monte Lodge, LLC

On a motion made by D. Conte and seconded by A. Burr, a resolution was adopted approving sales tax exemption on a renovation project in the amount of \$1,000,000. All Aye.

Over \$100,000/Final

Cryovac, Inc

On a motion made by R. Hurlbutt and seconded by S. Moore, a final resolution was adopted approving the subject project over \$100,000. All Aye. A Public hearing held on November 17, 2006 in the Town of Gates.

The Public Forum was reopened. There being no comments, the Public Forum was closed. There being no further business, on a motion made by R. Hurlbutt and seconded by A. Burr, the meeting was adjourned.