



COUNTY OF MONROE INDUSTRIAL DEVELOPMENT AGENCY

MINUTES – AGENCY MEETING – December 19, 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, R. Hurlbut, S. Moore,
H. Stuart

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

Chair Mazzullo called the meeting to order. S. Moore led the Pledge of Allegiance. The Public Forum was opened. Ray Tierney, Brighton Town Council, addressed the Board with regard to the August 15, 2006 COMIDA minutes. Specifically he asked that the minutes more fully describe the “self-determination” aspect of the Town of Brighton Board resolution that he presented to COMIDA at the August 15, 2006 meeting. Chair Mazzullo agreed that the August 15, 2006 minutes will be revised as such. Chair Mazzullo reiterated that the COMIDA Board is operating within the New York State General Municipal Law and that public hearings are held as required in affected taxing jurisdictions. Chair Mazzullo also noted that COMIDA takes an extra step of notifying local taxing jurisdictions when a project is approved for their jurisdiction. D. Conte, Board Member, reviewed the Henrietta Lodging project originally approved November 2005 and subsequently terminated by the Board at the April 2006 meeting due to violation of the Local Labor requirements. D. Conte stated that the project was subsequently reinstated without Board action. D. Conte requested that a project not be reinstated without Board Approval. Chair Mazzullo indicated that reinstatement of a previously approved project, when a project is in compliance with policies and procedures, is within the powers of the Executive Director of the Agency. Gary Swanson, Ironworkers Local 33, asked if a waiver had been issued for the Henrietta Lodging project. J. Seil confirmed that a waiver had been granted for the Dryvit system. G. Swanson inquired about penalties assessed to the Henrietta lodging project. J. Seil noted that the sales tax letter was surrendered in April 2006, until the time the project was reactivated. G. Swanson asked if the Board receives copies of the local labor audits. J. Seil indicated that the board does not receive copies. There being no other speakers, the Public Forum was closed.

J. Seil presented the following applications for agency consideration:

Klein Steel Service, Inc. (Tax exempt bond)

The company was represented by David Feinstein. Klein Steel Service, Inc., a producer and distributor of steel and steel products, proposes to construct and equip a 63,000 square foot addition to its existing 135,000 square foot facility located on 13 acres in the Western Gateway Outer Loop Industrial Park in the City of Rochester. The addition will allow for added production capacity and new products. The \$8.8 million project will impact 99 existing FTE and result in the creation of 65 FTE within 5 years. 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 up to \$100,000. All Aye. On a motion made by H. Stuart and seconded by S. Moore, a resolution was adopted approving SEQR for the subject property. All Aye.

Polymer Engineered Products (Lease/leaseback with JobsPlus)

The company was represented by Neil Onderdonk. Polymer Engineered Products intends to build a 30,000 square foot addition to its existing 115,000 square foot manufacturing facility located at 23 Moonlanding Road in the Town of Gates. The addition will be used for manufacturing and warehousing with the addition of three plastic compounding lines. The project, which will cost \$1.7 million, will impact an existing employee base of 90 FTE and result in the creation of 50 FTE within 5 years of project completion. The company will also be located in the Empire Zone. After a brief discussion and on a motion made by D. Conte and seconded by R. Hurlbutt, an inducement resolution was adopted approving subject project up to \$100,000. All Aye. On a motion made by D. Conte and seconded by R. Hurlbutt, a resolution was adopted approving SEQR for the subject property. All Aye.

City Stamp Works, Inc. (Lease/leaseback with JobsPlus)

The company was represented by Ed Reynolds. City Stamp Works, Inc. (NY) (CSW) offers a complete line of pre-press products to the commercial printing industry including film separations, photopolymer printing plates and steel rule cutting dies. CSW is headquartered in Massachusetts and in addition to Monroe County has operations in North Carolina and Ohio. After an analysis of their customer base and cost comparisons, it was determined that the Monroe County facility was the best location for the addition of a new laser. This project includes the purchase of the laser (\$400,000) and the 2,600 square foot addition (\$256,000) to its existing facility located on 2 acres in the Town of Gates. The \$662,600 project will impact 35 existing FTE and result in the creation of 5 FTE within 5 years. After a brief discussion and on a motion made by R. Hurlbutt and seconded by S. Moore, an inducement and final resolution was adopted approving subject project. All Aye. On a motion made by D. Conte and seconded by H. Stuart, a resolution was adopted approving SEQR for the subject property. All Aye.

Stefan Sydor Optics, Inc. (Sales tax only)

The company was represented by Mike Naselaris. Sydor Optics, Inc. (SO) was established in 1964 to serve local customers, such as Eastman Kodak, for aerial reconnaissance optics. The company's instrument subsidiary, Sydor Instruments, formed in 2004, manufactures high-speed diagnostic imaging systems for the photonics industry, and is the exclusive licensee of the patented ROSS camera technology developed at the University of Rochester Laboratory for Laser Energetics. Sydor has commercialized the product and is now selling the systems to US and European government agencies. This \$2.9 Million project includes the purchase and renovation of an existing 26,000 square foot building to consolidate the company's three existing Monroe County locations. The project will impact 32 existing FTE and result in the creation of 10 FTE within 5 years. After a brief discussion and on a motion made by H. Stuart and seconded by R. Hurlbutt, an inducement and final resolution was adopted approving subject project. All Aye.

Redman Construction Inc. (EquiPlus)

The company was represented by Nick D'Ambrosio. Redman Construction, Inc. (RCI) is a commercial site developer located in Brockport, NY. RCI will be purchasing a 2006 International 7600 dump truck. The cost of the truck is \$107,720. RCI employs 12 FTE and will be creating 2 new full time positions. RCI 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 A. Burr and seconded by S. Moore, an inducement resolution was adopted approving subject project. All Aye.

VanDamme Associates, Inc. (EquiPlus)

The company was represented by Dawn VanDamme. VanDamme Associates provides consulting, software, web development and hosting services to associations and nonprofit organizations nation-wide. VanDamme will be purchasing new servers, including hardware and software. The combined cost of the equipment is \$67,365. VanDamme employs 14 FTE and will be creating 2 new full time positions. VanDamme 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 R. Hurlbutt and seconded by S. Moore, an inducement resolution was adopted approving subject project. All Aye.

Henrietta Building Supplies, Inc. (EquiPlus)

The company was represented by Ron Cedruly. Henrietta Building Supplies Inc. is a distributor for commercial & residential building materials, located in West Henrietta. HBS will be purchasing two 2007 Sterling Boom Trucks for \$400,000 and will also invest another \$95,600 in other equipment. HBS currently employs 63 within Monroe County and will be creating 4 new FTEs within two years. The company has been approved for a GreatRebate on the truck and equipment purchases through the Monroe County Industrial Development Corporation. HBS recently completed using the GreatRebate for a 2004 transaction. After a brief discussion and on a motion made by R. Hurlbutt and seconded by S. Moore, an inducement resolution was adopted approving subject project. All Aye.

CGI Communications Inc. (EquiPlus)

The company was represented by Tim Corcoran. CGI Communications delivers high impact marketing and promotional products to municipalities and chambers of commerce nationwide. Products include boulevard banners, digital community maps and web based videos. CGI will be purchasing computers, printers, copier, telephone system and other equipment totaling \$262,000. CGI is expanding its space at 130 East Main Street, purchasing a total of four floors, two of which are currently leased while the others will be renovated and occupied. The Company will invest \$188,000 over the next year in renovations and furnishings to additional floors being purchased. CGI currently employs 82 within Monroe County and will be creating 4 new FTE within two years. The company has been approved for a GreatRebate on the equipment 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. A. Burr abstained. All others Aye.

On motion made by R. Hurlbutt and seconded by A. Burr, minutes for the meeting of November 21, 2006 were reviewed and adopted and approved. All Aye.

Chair Mazzullo advised the board that the annual report will be presented at the January 16, 2007 board meeting, and will be available on the website after that time. Chair Mazzullo also recapped the recent joint press conference which announced the COMIDA would provide \$300,000 in funding to the Greater Rochester Enterprise (GRE) to support their business attraction marketing efforts. Chair Mazzullo noted this action reflects the County Executive's emphasis on economic development. Chair Mazzullo also noted that COMIDA funds are derived from fees paid by the projects.

Executive Director J. Seil reviewed the proposed 2007 COMIDA budget, which will be presented for approval at the January 16, 2007 board meeting.

In the absence of Counsel, Executive Director J. Seil, presented the following items for Agency Action: (Note Board Member D. Conte excused himself and was absent for the following votes.)

Miscellaneous:

Urban Focus

On a motion made by R. Hurlbutt and seconded by S. Moore, a resolution was adopted approving an increase in the Mortgage Revenue Bond project by \$2 million. All Aye.

Niagara Frontier Services

On a motion made by S. Moore and seconded by H. Stuart, a termination resolution was adopted approving for the subject project. All Aye.

430 Linden Avenue

On a motion made by H. Stuart and seconded by R. Hurlbutt, a resolution was adopted approving a mortgage refinancing for the subject project. All Aye.

Over \$100,000/Final

Anthony J. Costello & Son

– Public Hearing Held December 5, 2006 in the Town of Brighton

7352 Route 96, LLC

– Public Hearing Held 12/6/06 Town of Henrietta

Bersin Properties

– Public Hearing held 12/18/06 in the Town of Irondequoit.

On motion made by A. Burr and seconded by H. Stuart, a final resolution was adopted approving the subject projects. All Aye.

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