



FLREDC MEETING SUMMARY

Introductory Information:

Date and Time Meeting Commenced: September 27, 2018 at 3:00 pm

Location: Three Brothers Winery and Brewery
623 Lerch Road, Geneva, NY

Council Members Present: Matt Cole, Cheryl Dinolfo, Bob Duffy, Steve Griffin, Matt Hurlbutt, Steve Hyde, Anne Kress, Steven Leroy, David Mansfield, Jack Marren, Theresa Mazzullo, Jaime Saunders, Bill Strassburg, David Young

****Council Member Substitutes:** Jay Gsell for Robert Bausch, Nichole Malec for Ginny Clark, Mitch Rowe for Jeff Shipley, Debbie Stendardi for Dave Munson

State Agency/Local Government/ESD Staff: Vincent Esposito, Kiska Stevens, Greg Albert, Steve Golding, Jordan Guerrein, Hector Gonzalez, Tammy Mayberry, JaMone Turner, Joseph Hamm, Shari Vincent-Voorhees, Conor McMahon

Special Guests: Richard Newman, ESD Chief of Staff; Bob Aronson, Seneca County IDA

Time Adjourned: 4:00 PM

Welcome and Remarks: Vincent Esposito welcomed everyone to the FLREDC Meeting and introduced Dave Mansfield of Three Brothers Winery, who is hosting the meeting. He also introduced Mitch Rowe, who is the new Seneca County Manager.

Opening Remarks: Dave Mansfield gave a short history on the winery and introduced his partners. Three Brothers Winery has hired 140 full time employees in five years. By reinvesting money into your business, you can create new jobs. Economic development is important, and you can do business in NY.

Bob Duffy thanked Dave Mansfield and noted that we are the #1 wine country besides Napa since the state deregulating wine, beer and distilleries.

Executive Director Update: Vincent Esposito called the meeting to order and thanked Dave Mansfield for hosting today's meeting. He introduced Rich Newman, the new Chief of Staff. He then gave a review of what has been happening in the last three months: Sydor Technologies expansion in Monroe County, Lake Tunnel Solar Village broke ground, American Packaging operations are up and running,, Winners of the inaugural Luminate NY accelerator competition were announced, \$275M is available for clean water infrastructure projects, Charlotte Square on the Loop ground breaking, ESPRI projects (YAMTEP, Rochester Rehab & ABC, St. Joseph's Neighborhood Center), Batavia DRI Round 2, Strong National Museum of Play expansion, Other Half Brewing expansion, Envative expansion, ROC the Riverway initiative, \$3M traffic flow and pedestrian safety improvements in Monroe County, Optimax Systems expansion, Eagle Hall at the College at Brockport is completed, FL region was named the "Best Wine Region" by voters in the USA Today 10 Best Readers' Choice 2018 Contest, Completion of Lyell Avenue Bridge, Datto expansion in The Metropolitan Building and \$25M Finger Lakes Forward Venture Capital Fund, and an update on the Upstate Revitalization Initiative.



Special Presentations:

Host Update: Seneca County: Bob Aronson, Seneca County IDA; gave a presentation on what is happening in Seneca County and the challenges and successes that are occurring. He highlighted that the old Walmart location was renovated and Biodent Dental Labs is now located there and employees 200 people, ITT Goulds Pumps celebrated 150 years in business and has an employment level of 800 and also established a training program at ITT that is handled through FLCC, del Lago Casino's investment of \$450M and is not an REDC project but it did trigger CFA applications and increased development in the area, Seneca County IDA has had ownership of the Seneca Army Depot for at least 10 years and ownership was just recently transferred to private ownership to create a park for the white deer.

CFA Scoring & Priority Project Lists: Vincent Esposito reviewed the CFA Scoring and Priority Project Lists.

The appealed score results were reviewed and were unanimously passed.

The Priority Project (ESD) recommendations were reviewed. There were 23 projects recommended and the amount of funding is dependent on winning the \$20M or \$10M award. Each recommendation was reviewed and scored by the Scoring Committee and then reviewed by the Steering Committee. Matt Cole made a motion to approve the Priority Project List and Theresa Mazzullo seconded the motion. A vote was taken and it was unanimously approved.

A discussion was held with regards to the CFA for Reliant Staffing (83408) and an updated score was recommended to increase to a 20. Matt Cole made a motion to approve the Priority Project List and Theresa Mazzullo seconded the motion. A vote was taken and it was unanimously approved.

Application 84322, RRH – LPN for DOL Training, came late to us. Dave Young motioned he strongly supports this application and recommends a raise in the score to a 20. Steve Hyde seconded the motion to increase the score to a 20. A vote was taken and it was unanimously approved.

The Steering Committee recommended that three additional non-ESD projects have their scores increased – the 81052 Rochester Fringe Festival Downtown Community Interactive Arts Experience scored a 10 and recommended an increase to a score of 20; 82035 City of Rochester Priority Bicycle Boulevard Neighborhood Connections scored a 10 and recommended an increase to a score of 20; and 84664 Monroe County Department of Environmental Services Frank E. Van Lare WRRF Secondary Clarifier Improvements Project scored a 15 and recommended an increase to a score of 20. Bill Strassburg made a motion to increase the scores and Matt Cole seconded the motion. A vote was taken and it was unanimously approved.

Semi-Final Progress Report: Vincent Esposito thanked Clayton Jones of MCC, Joe Hamm of NYS DOL, Chris Wiest of Greater Rochester Chamber of Commerce for all the work they put into the Progress Report. Anne Kress also thanked everyone who worked on the report.

Steve Hyde asked what happens to the projects not recommend for a Priority Project or did not score a 20? Vincent Esposito stated that only ESD Priority Projects list is included in the report. Other projects for other agencies will still get awarded funding depending on how they scored.

Matt Hurlbutt made a motion to approve the Semi-Final Progress Report and Steve Griffin seconded the motion. A vote was taken and it was unanimously approved.



Work Plan Update: Next Steps: Vincent Esposito reviewed the next steps in the Work Plan. The Report will be submitted with the Priority Project List and scores on Monday. A SIAT presentation will be done regionally in NY City, Mid-Hudson and in Rochester. The Finger Lakes region, Western NY region and Southern Tier region will all present in Rochester. The CFA Round 8 Awards are expected to be announced in December. The annual report does not include the DRI award as it will not be announced until the following week, which is after the deadline to submit.

Discussion and Conclusion: Anne Kress thanked Bob Duffy everyone for getting out across the region to see the incredible impacts the funding has brought about. He also thanked Vincent Esposito, JaMone Turner, Shari Voorhees-Vincent and everyone at ESD and everyone who has gone to the FLREDC meeting. It has been an honor to serve with these great people.

Bob Duffy thanked Anne Kress, Dan Smith and the scorers for all their hard work. He stated we need to think of the future as a region and be more thoughtful as we move forward. He concluded by thanking everyone for their time and effort in this endeavor.

Next Meeting: The next meeting will be announced when a date is set. The meeting was adjourned and a group photo was taken.

/kls