



MONROE COUNTY

Agenda/Charter Committee

August 23, 2021 5:00 PM

AGENDA

A. ROLL CALL

B. PUBLIC FORUM

C. APPROVAL OF MINUTES

July 26, 2021

D. NEW BUSINESS

21-0292

Creation of a Special Committee to Examine and Revise the Monroe County Code of Ethics - President Dr. Joe Carbone

21-0294

Adopt a Resolution of the Monroe County Legislature to Censure Legislator Ernest Flagler-Mitchell and Request the President to Remove Legislator Flagler-Mitchell from All Committee Assignments - County Legislators Yversha Roman, Joshua Bauroth, Howard Maffucci, Michael Yudelson, Justin Wilcox, Joseph D. Morelle, Jr., John B. Baynes, Rachel Barnhart and Linda Hasman

21-0295

A Local Law to Establish a Limit on the Charges Imposed by Third-party Delivery Services on Restaurants - County Legislator Rachel Barnhart

21-0296

A Local Law to Establish the Food Delivery Fairness Act - County Legislator
Rachel Barnhart

21-0298

Confirmation of Appointments and Reappointment to the Monroe County Recycling
Advisory Committee - County Executive Adam J. Bello

E. OTHER MATTERS

F. ADJOURNMENT

The next meeting of the Agenda Charter Committee is scheduled for Monday,
September 27, 2021 at 5:00 p.m.



ATTACHMENTS:

Description File Name

- ▣ July 26, 2021 7.26.21_Agenda_Charter_Draft_Minutes.pdf

Summary of Minutes
AGENDA/CHARTER COMMITTEE
July 26, 2021
5:00 p.m.

Chairwoman Taylor called the meeting to order at 5:04 p.m.

MEMBERS PRESENT: Kathleen A. Taylor (Chair), Steve Brew (Vice Chair), Sean M. Delehanty, Justin F. Wilcox (RMM), Dr. Joe Carbone (Ex-Officio)

MEMBERS ABSENT: Linda Hasman (excused)

OTHER MEMBERS PRESENT: Rachel Barnhart, Joshua Barouth, John Baynes, Tracy DiFlorio, Paul Dondorfer, Vince Felder, George Hebert, Frank Keophetlasy, Sabrina LaMar, Howard Maffucci, Yversha Roman, Michael Yudelson

ADMINISTRATION PRESENT: Jeffrey McCann (Deputy County Executive), Robert Franklin (CFO), Mike Garland (Department Environmental Services Director), John Bringewatt (County Attorney), Laura Smith (Chief Deputy County Attorney), Don Crumb (County Attorney Legislative Liaison), Bill Daly (Department Environmental Services), Yasmin Guevara, Andrea Guzzetta (Human Resources Director), B.J. Scanlon (County Executive’s Office)

PUBLIC FORUM: There was one speaker.

APPROVAL OF MINUTES: The minutes of November 23, 2020 were approved as submitted.

NEW BUSINESS:

21-0258 - Enact a Local Law Entitled “Regulating Sale of Used Catalytic Converters” – County Legislator Paul Dondorfer and County Legislator Karla F. Boyce

MOVED by Legislator Brew, SECONDED by Legislator Delehanty.
ADOPTED: 4-0

21-0259 Enacting a Local Law Entitled "Updating Code of Ethics of the County of Monroe" - County Legislators Brew and Felder

MOVED by Legislator Brew, SECONDED by Legislator Delehanty.
Legislator Brew MOVED and Legislator Delehanty SECONDED a Motion to Table
ADOPTED: 4-0

21-0264 Confirmation of Reappointments and Appointment to the Monroe County Recycling Advisory Committee" - County Executive Adam J. Bello

MOVED by Legislator Delehanty, SECONDED by Legislator Brew.
ADOPTED: 4-0

OTHER MATTERS

ADJOURNMENT:

There being no other matters, Chairwoman Taylor adjourned the meeting at 5:16 p.m.

The next Agenda/Charter Committee meeting is scheduled for **Monday, August 23, 2021 at 5:00 p.m.**

DRAFT

Respectfully Submitted,
David Michael Barry, Jr.
Clerk of the Legislature



ATTACHMENTS:

Description File Name

▣ Referral R21-0292.pdf



Monroe County Legislature
Office of the President

DR. JOE CARBONE
PRESIDENT

August 9, 2021

To The Honorable
Monroe County Legislature
407 County Office Building
Rochester, NY 14614

OFFICIAL FILE COPY
No. <u>210292</u>
Not to be removed from the Office of the Legislature of Monroe County
AGENDA CHARTER
Committee Assignment # -L

Subject: Creation of a Special Committee to Examine and Revise the Monroe County Code of Ethics

Honorable Legislators:

Monroe County is home to nearly 740,000 residents, all of whom deserve honest and ethical representation from elected leaders and the employees of Monroe County government. This Honorable Body has the duty to go above and beyond to ensure that the integrity of Monroe County government is upheld.

Over the past year, our community has grappled with rampant abuse of power, most notably by Governor Andrew Cuomo from the most powerful office in New York State. These incidents grow mistrust within our community and stifle our ability to be effective leaders. We cannot allow for harassment, impropriety, or corruption to interfere with the tasks we've been entrusted to perform.

The Monroe County Code of Ethics has not been reviewed in full since its creation, furthermore it has not even been updated in nearly a decade. It has become abundantly clear that the Code of Ethics is in desperate need of thorough examination and revision. There are several flaws within the code, including the current composition of the Board of Ethics, which has allowed for blatant partisanship and bias to exist within a Body that should be inherently apolitical.

It is important that this special committee be insulated from political pressure. For this reason, this special committee shall be comprised of Legislators from both parties represented in the County Legislature.

410 County Office Building • 39 West Main Street • Rochester, New York 14614

Phone: (585) 544-3620 • Business: (585) 753-1922

Monroe County Legislature - August 23, 2021 E-mail: legislatorcarbone@gmail.com

The specific legislative actions required are to:

1. Create a special committee of the County Legislature with the following duties:
 - a. To examine and review the Monroe County Code of Ethics;
 - b. To provide recommendations for updates to the Monroe County Code of Ethics no later than December 31, 2021.

2. Pursuant to Section 545-21 of the Rules of the Legislature and Section C2-4 of the Monroe County Charter, the Committee shall be comprised of five (5) voting members, appointed by the President of the Legislature:
 - a. One (1) voting member shall be a Legislator of the party representing the Majority in the Monroe County Legislature; one (1) voting member shall be a Legislator of the party representing the Minority of the Monroe County Legislature; one (1) voting member shall be the Chairperson of the Monroe County Legislature's Agenda/Charter Committee; one (1) voting member shall be the Ranking Minority Member of the Monroe County Legislature's Agenda/Charter Committee; one (1) voting member shall be a County Legislator of any party recommended by the President of the Legislature.

3. Adopt the resolution as attached.

The legislative action requested in this referral is not an "Action" as that term is defined in 6 NYCRR 617.5(b), and is not subject to review under the State Environmental Quality Review Act.

This referral will have no impact on the Monroe County budget.

Respectfully Submitted,



Dr. Joe Carbone
Monroe County Legislature
President



ATTACHMENTS:

Description File Name

▣ Referral R21-0294.pdf



Monroe County Legislature

DEMOCRATIC LEGISLATIVE OFFICE

408 COUNTY OFFICE BUILDING • 39 WEST MAIN STREET

ROCHESTER, NEW YORK 14614

Phone: 585-753-1930 • Fax: 585-753-1946

August 9, 2021

To The Honorable
Monroe County Legislature
407 County Office Building
Rochester, New York 14614

OFFICIAL FILE COPY
No. <u>210294</u>
Not to be removed from the Office of the Legislature Of Monroe County
Committee Assignment
AGENDA/CHARTER

Subject: Adopt a Resolution of the Monroe County Legislature to Censure Legislator Ernest Flagler-Mitchell and Request the President to Remove Legislator Flagler-Mitchell from All Committee Assignments

Honorable Legislators:

On June 3, the Monroe County Board of Ethics unanimously adopted a report prepared by its independent outside counsel finding that Legislator Ernest Flagler-Mitchell violated Section 45-13 of the County Code of Ethics in the course of sending a sexually explicit image to a young woman. The County Legislature must take action regarding this serious violation.

The Board of Ethics' independent counsel concluded that Lakaya Sinclair's description of events has been "entirely credible" and "consistent with the reports of several others who came forward once Ms. Sinclair's complaint was reported publicly." In contrast, Legislator Flagler-Mitchell's explanation that he did not intend to send the explicit picture to Ms. Sinclair was found to be "lacking in credibility." The report finds that Legislator Flagler-Mitchell introduced himself to Ms. Sinclair as a County Legislator, offered her assistance as a County Legislator, and then abused the power of his office by attempting "to secure unwarranted privileges— namely, sexual favors." The Board's independent counsel therefore concluded that "sending an explicit photo to a community resident that he had offered to help, in his capacity as a public official, constitutes a violation of Section 45-13."

Legislator Flagler-Mitchell has violated the public's trust. He abused his office to inflict further trauma on a young woman who was a survivor of a tragic shooting. This Legislature must make a clear and definitive statement that it will not tolerate such conduct.

We have called for Legislator Flagler-Mitchell's resignation. Since he refuses to do so, we as a Legislature must issue a formal censure to condemn this conduct. We must also make clear that Legislator Flagler-Mitchell is unfit to carry out the duties of his office by removing him from any Legislature committee assignments.

The specific legislative action required is:


1. Resolve that Legislator Flagler-Mitchell be formally censured for violating Section 45-13 of the Monroe County Code of Ethics.
2. Pursuant to Sections 545-13, 545-20, and 545-21 of the Rules of the County Legislature, request that the President remove Legislator Flagler-Mitchell from all standing and special committee assignments in the Legislature.

The legislative action requested in this referral is not an "Action," as that term is defined in 6 NYCRR § 617.2(b), and is not subject to review under the State Environmental Quality Review Act.

No additional net County support is required in the current Monroe County Budget.

Given the importance of this matter, we ask the President to accept this referral as a matter of urgency and include this matter on the agenda for the Legislature's August 10 meeting.

Respectfully submitted,



Yversha Román
Legislator – District 26



Joshua Bauroth
Assistant Minority Leader



Howard Maffucci
Legislator – District 10



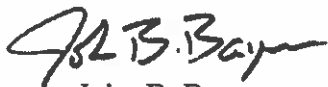
Michael Yudelson
Legislator – District 13



Justin Wilcox
Legislator – District 14



Joseph Morelle, Jr.
Legislator – District 17



John B. Baynes
Legislator – District 18



Rachel Barnhart
Legislator – District 21



Linda Hasman
Legislator – District 23

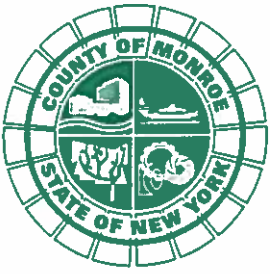
cc: Jack Moffitt, Clerk of the Legislature



ATTACHMENTS:

Description File Name

▣ Referral R21-0295.pdf

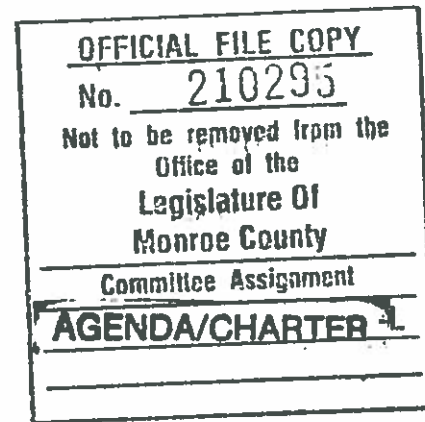


Monroe County Legislature

RACHEL BARNHART
LEGISLATOR - DISTRICT 21

RACHEL BARNHART
LEGISLATURE - DISTRICT 21
26 NETHERTON ROAD
ROCHESTER, NEW YORK 14609
OFFICE: (585) 753-1940
FAX: (585) 753-1946
E-MAIL: RACHEL@RACHIBARNHART.COM

August 9, 2021



To The Honorable
Monroe County Legislature
39 West Main Street
Rochester, NY 14614

RE: A Local Law to Establish a Limit on the Charges Imposed by Third-party Delivery Services on Restaurants

Honorable Legislators:

Restaurants are vital to Monroe County's quality of life, culture and economy. The industry employs thousands of individuals, anchors commercial districts, and provides important opportunities for social connection. As restaurants regain their footing from the impact of the Covid-19 pandemic, it is clear they will need assistance to recover and survive in a changed landscape. This legislation would help restaurants maximize their revenue by capping commission fees charged by third-party delivery services, which process delivery and takeout orders through mobile apps and websites.

Third-party delivery services doubled their combined U.S. revenue in the past five years to \$26.5 million. Three major third-party delivery services – DoorDash, Uber Eats and GrubHub – control 95 percent of the United States food delivery service market. They have spent billions of dollars in marketing to get consumers to use their smartphone apps.

The market dominance of only a few players means small, independent restaurants have little negotiating power. The services often charge restaurants 30 percent or more in commission fees on each order. Restaurants are forced to adapt their business models to the third-party delivery services or risk losing customers. This relationship is exploitative. The multi-billion-dollar third-party delivery services are using their market position to set high prices for small, family-owned businesses, extracting wealth from our community.

This Local Law, if enacted, would do the following:

- Cap the delivery fee from third-party food delivery services to food service establishments at 15 percent of the purchase price for each online order.

- Cap the third-party food delivery service's fee for use of their service to 5 percent of the purchase price for an online takeout order or when the food establishment uses their own driver.
- Prohibit third-party food delivery services from restricting what restaurants can charge on their platforms.
- Should restaurants want additional marketing services, they must enter into a separate contract with third-party food delivery services. The third-party food delivery services are prohibited from pressuring restaurants to enter such contracts.
- Prohibit third-party food delivery services from reducing the compensation rate paid to a delivery service driver or garnish gratuities in order to comply with the fee caps.

The legislation accomplishes the goal of protecting local restaurants from collapse, keeping dollars in our community, and ensuring a vital part of our quality of life is sustainable.

The specific legislative actions required are:

1. Schedule and hold a public hearing.
2. Adopt the Local Law as attached.

This proposal will have no impact on the revenue and/or expenditures of the current Monroe County Budget.

Respectfully Submitted,



Rachel Barnhart
Legislator – District 21

By Legislator Barnhart

Intro. No. _____

LOCAL LAW NO. _____ OF 2021

LOCAL LAW ENTITLED “Local Law to Establish a Limit on the Charges Imposed by Third-party Delivery Services on Restaurants”

BE IT ENACTED BY THE LEGISLATURE OF THE COUNTY OF MONROE, as follows:

Section 1. Title

This local law shall be known as the law “To Establish a Limit on the Charges Imposed by Third-party Delivery Services on Restaurants.”

Section 2. Definitions

“Delivery fee” shall mean a fee charged by a third party food delivery service for providing a restaurant with a service that delivers food from such restaurants to customers. The term does not include any other fee that may be charged by a third-party food delivery service to a restaurant, such as fees for listing or advertising the restaurant on the third-party food delivery service platform or fees related to processing the online order.

“Restaurant” shall have the same meaning as provided in §569-50 of the Monroe County Code.

“Online order” shall mean any order placed by a customer through or with the assistance of a platform provided by a third-party food delivery service, including a telephone order.

“Purchase price” shall mean the total price of the items contained in an online order that are listed on the menu of the restaurant where such order is placed. Such term does not include taxes, gratuities and any other fees that may make up the total cost to the customer of an online order.

“Third-party food delivery service” shall mean any website, mobile application or other internet service that offers or arranges for the sale of food and beverages prepared by, and the same-day delivery and same-day pickup of food and beverages from, restaurants located in the County that are owned and operated by different persons.

Section 3. Fee Limits

1. It shall be unlawful for a third-party food delivery service to charge a restaurant with fewer than 10 locations a delivery fee that totals more than 15 percent of the purchase price of each online order.
2. It shall be unlawful for a third-party food delivery service to charge a restaurant with fewer than 10 locations any fee or fees other than a delivery fee for the use of their service greater than 5 percent of the purchase price of each online order. Any fees or other charges from a third-party food delivery service to a restaurant beyond such maximum 5 percent fee per order, and a delivery fee collected pursuant to subdivision (1) of this section, are unlawful, provided that such a cap shall not apply to a credit card fee that is charged to a third-party food delivery service and is charged in the same amount by the third-party food delivery service to such restaurant.
3. . It shall be unlawful for a person to cause a third-party food delivery platform to reduce the compensation rate paid to a delivery service driver or garnish gratuities in order to comply with this section.
4. No third-party food delivery service may impose on a restaurant with fewer than 10 locations, by contract or other means, any restrictions on the prices that a restaurant may charge for food or beverages, whether sold through a website, app, or other service operated by the third-party food delivery service, or sold directly from the restaurant, or through any other means.
5. Should a restaurant with fewer than 10 locations want to contract for additional marketing, search engine optimization, advertising or other services from the delivery company, the third-party delivery service will provide a separate contract for these services. It shall be unlawful for the third-party delivery service to require additional marketing contracts or threaten or pressure restaurants to enter into additional marketing contracts.

Section 4. Enforcement

If a third-party food delivery service charges a restaurant fees that violate this Local Law, the restaurant shall provide written notice to the third-party food delivery service requesting a refund within seven days. If the third-party food delivery service provider does not provide the refund requested within seven days or the third-party food delivery service continues to charge fees in violation of this Local Law after the initial notice and seven-day cure period, a restaurant may enforce this Chapter by means of a civil action seeking injunctive relief and damages in the amount of any fees charged in violation of this Local Law.

Section 5. Severability

If any clause, sentence, paragraph, section, subdivision or other part of this Local Law or its application shall be adjudged by a Court of competent jurisdiction to be invalid or unconstitutional, such order or judgment shall not affect, impair, or otherwise invalidate the remainder of this Local Law which shall remain in full force and effect except as limited by such order or judgment.

Section 6. Preemption

This section shall be null and void on the day statewide legislation goes into effect, incorporating either the same or substantially similar provisions as are contained in this law, unless state law specifically exempts from preemption earlier enacted local laws in this area. The County Legislature may determine via resolution whether or not identical or substantially similar statewide legislation or pertinent preempting state or federal regulations have been enacted for the purposes of triggering the provisions in this section.

Section 7. Effective Date

This Local Law shall take effect in accordance with the provisions of the Municipal Home Rule Law and the Monroe County Charter.

File No. 21-0_____

ADOPTION: Date: _____ Vote: _____

ACTION BY THE COUNTY EXECUTIVE

APPROVED: _____ VETOED: _____

SIGNATURE: _____ DATE: _____

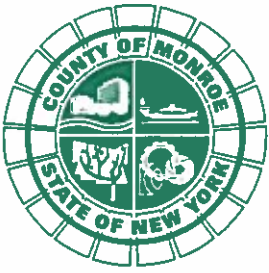
EFFECTIVE DATE OF LOCAL LAW: _____



ATTACHMENTS:

Description File Name

▣ Referral R21-0296.pdf



Monroe County Legislature

RACHEL BARNHART
LEGISLATOR - DISTRICT 21

RACHEL BARNHART
LEGISLATURE - DISTRICT 21
26 NETHERTON ROAD
ROCHESTER, NEW YORK 14609
OFFICE: (585) 753-1940
FAX: (585) 753-1946
E-MAIL: RACHEL@RACHIBARNHART.COM

August 9, 2021

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No. <u>210296</u>
Not to be removed from the Office of the Legislature Of Monroe County
Committee Assignment
AGENDA/CHARTER-L

To The Honorable
Monroe County Legislature
39 West Main Street
Rochester, NY 14614

RE: A Local Law to Establish the Food Delivery Fairness Act

Honorable Legislators:

During the Covid-19 pandemic, consumers have relied on delivery and take-out to safely enjoy restaurant meals. As pandemic-related restrictions are lifted, it is clear that many consumers will continue to enjoy this convenience.

Third-party food delivery services, of which only three control more than 90 percent of the United States market, often list restaurants on their websites and applications without their consent. Restaurants do not like this practice, because it deprives them of control over a variety of aspects of their businesses, including quality of service, gratuities, and volume of orders. Some restaurants don't want to participate in any delivery or takeout services, and others already offer their own in-house delivery services.

The legislation accomplishes the goal of allowing restaurants to operate independently of the third-party food delivery services and to make important decisions about their businesses.

The specific legislative actions required are:

1. Schedule and hold a public hearing.
2. Adopt the Local Law as attached.

This proposal will have no impact on the revenue and/or expenditures of the current Monroe County Budget.

Respectfully Submitted,

Rachel Barnhart
Legislator – District 21

44 107

By Legislator Barnhart

Intro. No. _____

LOCAL LAW NO. _____ OF 2021

LOCAL LAW ENTITLED “To Establish the Food Delivery Fairness Act”

BE IT ENACTED BY THE LEGISLATURE OF THE COUNTY OF MONROE, as follows:

Section 1. Title

This local law shall be known as the law “**To Establish the Food Delivery Fairness Act**”

Section 2. Definitions

“Restaurant” shall have the same meaning as provided in §569-50 of the Monroe County Code.

“Third-party food delivery service” shall mean any website, mobile application or other internet service that offers or arranges for the sale of food and beverages prepared by, and the same-day delivery and same-day pickup of food and beverages from, restaurants located in the County that are owned and operated by different persons.

Section 3. Listing on Third-Party Food Delivery Service Platforms

1. A third-party food delivery service shall not list, advertise, promote, or sell a restaurant’s products, or arrange for the delivery of an order of such products, on a third-party food delivery platform without a valid written agreement with the restaurant authorizing the inclusion of their products on such platform.
2. In the event a third-party food delivery service receives a written request from a restaurant requesting that such restaurant be removed from such third-party food delivery service’s application and/or website, such third-party food delivery service shall confirm receipt of such request and remove such restaurant from its application and/or website immediately thereafter.

Section 4. Enforcement

1. In the event that a third-party food delivery platform does not remove a restaurant from its application and/or website after receiving a request to do so from such restaurant

within five business days of receiving such request, a restaurant may enforce this Chapter by means of a civil action seeking injunctive relief. The prevailing party in any such action shall be entitled to an award of reasonable attorney fees.

Section 5. Severability

If any clause, sentence, paragraph, section, subdivision or other part of this Local Law or its application shall be adjudged by a Court of competent jurisdiction to be invalid or unconstitutional, such order or judgment shall not affect, impair, or otherwise invalidate the remainder of this Local Law which shall remain in full force and effect except as limited by such order or judgment.

Section 6. Preemption

This section shall be null and void on the day statewide legislation goes into effect, incorporating either the same or substantially similar provisions as are contained in this law, unless state law specifically exempts from preemption earlier enacted local laws in this area. The County Legislature may determine via resolution whether or not identical or substantially similar statewide legislation or pertinent preempting state or federal regulations have been enacted for the purposes of triggering the provisions in this section.

Section 7. Effective Date

This Local Law shall take effect in accordance with the provisions of the Municipal Home Rule Law and the Monroe County Charter.

File No. 21-0 _____

ADOPTION: Date: _____ Vote: _____

ACTION BY THE COUNTY EXECUTIVE

APPROVED: _____ VETOED: _____

SIGNATURE: _____ DATE: _____

EFFECTIVE DATE OF LOCAL LAW: _____



ATTACHMENTS:

Description File Name

▣ Referral R21-0298.pdf

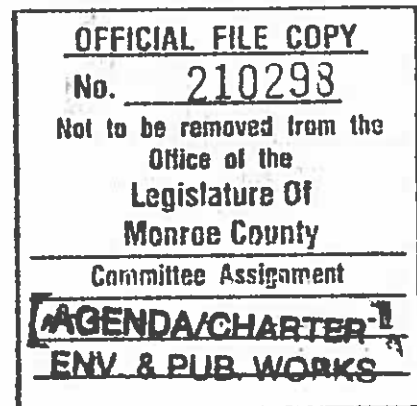


Office of the County Executive

Monroe County, New York

Adam J. Bello
County Executive

August 6, 2021



To The Honorable
Monroe County Legislature
407 County Office Building
Rochester, New York 14614

Subject: Confirmation of Appointments and Reappointment to the Monroe County Recycling Advisory Committee

Honorable Legislators:

I recommend that Your Honorable Body confirm the following appointments and reappointment to the Monroe County Recycling Advisory Committee, pursuant to Monroe County Code, Section 347-32. The terms will commence July 1, 2021.

Terms to expire June 30, 2023

President of the Legislature Appointment

Andrea Cusenz
Foodlink
1999 Mount Read Boulevard
Rochester, New York 14615

President of the Legislature Reappointment

Dennis Zink
1151 Brooktree Lane
Webster, New York 14580

Legislature Appointment (recommended by Majority Leader)

Christopher Foote
Wegmans Food Markets
100 Wegmans Market Street
Rochester, New York 14624

The specific legislative action required is to confirm the appointments and reappointment to the Monroe County Recycling Advisory Committee. This action is required pursuant to Monroe County Code, Section 347-32.

110 County Office Building • 39 West Main Street • Rochester, New York 14614

(585) 753-1000 • fax: (585) 753-1014 • www.monroecounty.gov • e-mail: countyexecutive@monroecounty.gov

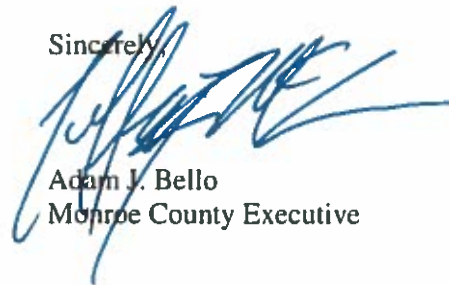
Monroe County Legislature - August 23, 2021

The legislative action requested in this referral is not an "Action," as that term is defined in 6 NYCRR § 617.2 (b), and is not subject to review under the State Environment Quality Review Act.

The appointments and reappointment will have no impact on the revenues or expenditures of the current Monroe County budget.

I recommend that this matter be referred to the appropriate committee(s) for favorable action by Your Honorable Body.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Adam J. Bello', is written over the typed name and title.

Adam J. Bello
Monroe County Executive

AJB:db

ANDREA CUSENZ

32 RAYMOND ST · ROCHESTER, NY 14620 · 585.750.0718 · ACUSENZ1@GMAIL.COM

EXPERIENCE

2019-Present Foodlink, Inc

Rochester, NY

Curbside Market Operations Senior Manager

- Create/manage processes making Curbside Market (CM) operations more efficient
- Frequently make quick decisions regarding safety of staff, customers, and Foodlink assets
- Purchase produce daily (decreased food cost ratio to 57% for FY 20; goal of 83%)
- Develop various programs, including CM Rx Home Delivery Program
- Hire and train staff, creating a positive, supportive, and safe environment
- Build and maintain complex staff and program schedule
- Responsible for fleet purchase, design, and upkeep
- Streamline food sourcing, pricing, storage, and sales
- Facilitate donation and composting of all unused produce

2018-Present Root Catering Company

Rochester, NY

Operations Manager/Event Manager

- Foster strong, positive relationships with clients, vendors, and employees to ensure success of all events; acting as point of contact through entire planning process and onsite during event
- Create budgets and proposals for each client, aligning with their goals and needs
- Plan, coordinate and execute events of all scopes and sizes
- Manage over 45 employees, including scheduling, processing payroll, completing all necessary paperwork, and addressing any employee questions or concerns
- Subject matter expert of all software systems used daily
- Develop company's giving plan comprising of three key resources: food, time, and money
- Streamline food sourcing by working with national and local purveyors, farmers, producers
- Review all insurance requirements and policies

2017-2018 Headwater Food Hub, Inc.

Ontario, NY

Director of Accounts/Sales Manager

- Created corporate and community partnerships to increase engagement in the program
- Focused on revenue generating activities, selling to new and existing clients daily
- Acted as company representative and promoted program initiatives to meet goals
- Planned and executed weekly events and presentations for various audiences
- Developed logistics plan to ensure all food deliveries were made timely and accurately
- Instituted a performance rating scale to measure delivery location success based on several factors, using the data to efficiently and effectively determine next steps
- Part of senior leadership team managing several hourly employees and fellows
- Discovered and managed appropriate outlets for fresh food donation

2016-2017 Ferris Agency, Inc.

Rochester, NY

Licensed Sales Producer

- Property and casualty insurance sales generated through referrals, cold calling, mailings
- Client retention of over 97% and \$150k+ in new business
- Responsible for creating and implementing sales process for the agency
- Set appointments, screened calls, managed incoming inquiries for agency owner
- Provided superior customer service by consistently exceeding client expectations

2011-2016 Paychex Insurance Agency, Inc.

Rochester, NY

Account Executive

- Managed client base of 33k+ clients and over \$3.8M in premium
- Reviewed and improved internal process to increase efficiency and drive sales
- Identified and remediated error saving company \$30k+
- Developed and presented training materials to multiple departments
- Designated as company Subject Matter Expert
- Reviewed contracts and insurance policies to determine risk for company
- Exceeded sales quotas

Account Representative

- Named Top Account Representative in the company for fiscal year 2013
- Managed client base of 900+ health insurance applications; average client retention of 99%
- Maintained expert knowledge of health insurance, carrier products, industry trends, and legislative changes

2008-2011 Allstate Insurance

Rochester, NY

Licensed Sales Producer; Manager

- Created a positive atmosphere and incentivize employees to complete sales and other responsibilities through constant encouragement, contests, and rewards
- Processed payroll, managed employee scheduling, and set agency sales goals
- Generated new sales through referrals, cold calls, mailings, and internet based marketing
- Placed focus on growth by increasing sales \$450k+ and over 90% client retention

EDUCATION

2004- 2008 Nazareth College of Rochester

Rochester, NY

- B.S. Business Administration, GPA 3.5
- Dean's List
- Nazareth College Field Hockey Team
- Named to the National Academic Squad by the National Field Hockey Coaches Association
- Studied abroad at International College of Seville, in Spain
- Business Honor Society

COMPUTUER SKILLS

Highly efficient with Microsoft Suite, Adobe Acrobat, Google Applications; PC or Mac

VOLUNTEER WORK

Yoga 4 A Good Hood (Serving on Board of Directors) · Girls Rock! Rochester · Lollypop Farm

REFERENCES

Available upon request

Dennis W. Zink
1151 Brooktree Lane
Webster, New York 14580
dzinkl@rochester.rr.com
(585) 746-ZINK (9465) (cellular)
(585) 872-1089 (residence)

DOB: June 26th, 1943

Lifetime resident of Monroe County

Education:

Ithaca College BS, Bus. Adm. & Economics, 1966

Married:

54 years

Judith O. Zink , Bucknell, 1965, Spanish language major, taught RCSD

Career:

Eastman Kodak/Kodak Park Division (32 years)

Purchasing

Various positions in materials management and contract management

Department Manager-Investment Recovery/Recycling

Retired in 1999

Member Webster Rotary 51 years

Named Paul Harris Fellow three times (Highest award in Rotary)

Open Door Mission- Coordinate on behalf of Webster Rotary serving breakfast to residents of Samaritan House on a monthly basis.

References:

Ross Willink, Retired Webster Superintendent of Schools

James Isaac, Retired CEO Isaac Heating and Air Conditioning

William Ruoff, retired Mayor of Village of Webster

Kathy Doerner, Supervising Nurse, Oncology Dept. Rochester General Hospital

Barry Deane, Member Webster Town Council, retired Webster Superintendent of Highways

Christopher C. Foote
2416 North Road, Scottsville, NY 14546
(585) 233-7359 / chsafoote@yahoo.com

Work Experience

Weemans Food Markets, Rochester, NY

9/89-present

Sustainability Coordinator – Total Company

Responsibilities include:

- Reducing Waste to Landfills.
- Implementation and oversight of Zero Waste program.
- Oversee food waste diversion efforts through source reduction, donations and food scrap upcycling.
- Support efforts in company emissions reduction and Sustainable Product and Packaging acquisition.

Sustainability Coordinator – Pittsford Store

6/12 – present

Responsibilities include:

- Oversee all Sustainability efforts (Freshness Program, Recycling, Food Donations, Composting) for the store.
- Participate in providing direct support for store wide sustainability initiative to reduce waste and increase recycling efforts as well as employee and customer knowledge.
- Track and report monthly Sustainability data to store, area and department managers.
- Manage team of two “Green Team” members.
- Partner with Corporate Sustainability and Donation organizations to achieve annual goals.

Food Safety Coordinator – Pittsford Store

4/14 – 12/16

Responsibilities Include:

- Serve as a subject matter expert.
- Work closely with all Culinary and Perishable departments, area and store manager, to identify Food Safety opportunities and assist with creating systems to insure success.
- Accompany corporate assessors and state auditors during all inspections.
- Work with store management to set and achieve goals.
- Submit weekly reports on store progress.
- Develop and manage one STL with a Food Safety focus.
- Assess opportunities in individual departments by conducting daily walks and documentation.

Simplification Coordinator– Pittsford Store

5/10-12/16

Team Leader Old World Cheese – Pittsford Store

5/08-5/10

Service Team Leader – Fairport & Lyell Avenue

6/06-5/08

Merchandising Management Floater – L Division

11/05-6/06

Part Time Grocery Customer Service – Chill Paul

8/03-5/05

Merchandising Management Floater – L Division

4/02-8/03

Team Leader 1 Grocery 3/97-4/02
Brooks Chili Store (3/97-9/99), Ridgemont Store (9/99-4/02)

Part Time Customer Service 9/89-3/97

Education

SUNY College at Brockport, Brockport, NY 9/94-12/96
Bachelors Degree

Finger Lakes Community College, Canandnigua, NY 9/90-6/93
Associates Degree – Natural Resources Conservation

Wegmans Scholarship Recipient 1994 – 1996

Community

Cub Scout Den Leader 2013 - 2016

Youth Baseball Coach 2014 - 2018

Youth Basketball Coach 2015 - 2019