



Office of the County Executive

MONROE COUNTY, NEW YORK

Cheryl Dinolfo
County Executive

May 18, 2017

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

Subject: Authorize a Contract with Explorer Solutions, Inc. for Consultant Services for the Airport Revitalization and Redevelopment Project Business Incubator Study at the Greater Rochester International Airport

Honorable Legislators:

I recommend that Your Honorable Body authorize a contract with Explorer Solutions, Inc., in the amount of \$276,850, for consultant services, for the Airport Revitalization and Redevelopment Project Business Incubator Feasibility Study at the Greater Rochester International Airport (ROC).

In 2016, ROC was awarded a \$39.8 million grant from the State of New York to undertake improvements to the Airport, including exterior and interior modifications which will make the Airport more user-friendly, attractive, modern and secure. Additionally, to help create jobs and stimulate innovation (especially in aviation platform technology and Airport "smart technologies" focused on enhancing the passenger experience for persons with disabilities), the Airport proposed to conduct a feasibility study to evaluate the creation of a small industrial development complex that would serve as a business and technology incubator site for initiating private/public/academic partnerships for product development. An Airport business incubator complex, if feasible, would provide space within the existing footprint of the Airport terminal or on the grounds, and/or use under-utilized Airport buildings and land around the Airport. Results of the study and concept plans of the components that are deemed feasible will be leveraged to seek resources to implement the recommendations of the plan in phased cycles over time, thereby providing unique opportunities for certain types of companies.

The primary focus of this initiative is to stimulate innovation and help create jobs, especially in aviation platform technology and Airport "smart" disability-focused technology. The feasibility study will also evaluate the incubator's primary function as "maker space" supporting technologies being developed for the "smart" terminal technologies, particularly interactive technology that helps improve communications for the deaf, hearing-impaired, and other patrons with disabilities.

The consultant will develop a detailed Feasibility Study and Conceptualization Plan that evaluates the creation of an incubator complex at the Greater Rochester International Airport, and then conceptualizes the ideas that are determined to be economically feasible. The Plan will also help the County, its community supporters, and other stakeholders in endorsing and implementing the developed concepts.

A request for proposals was issued with Explorer Solutions, Inc. as the sole responder.

This feasibility study will be funded by a New York State Department of Transportation grant.

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Committee Assignment ENV. & PUB. WORKS
WAYS & MEANS

The specific legislative action required is to authorize the County Executive, or her designee, to execute a contract with Explorer Solutions, Inc., 35A Smithfield Blvd., Suite 173, Plattsburgh, New York 12901, for consultant services, for the Airport Revitalization and Redevelopment Project Business Incubator Feasibility Study at the Greater Rochester International Airport, in the amount of \$276,850, along with any amendments necessary to complete the study within the total capital fund(s) appropriation.

Funding for this contract, consistent with authorized uses, is included in capital fund 1813 and any capital fund(s) created for the same intended purpose. No net County support is required in the current Monroe County budget.

The records in the Office of the Monroe County Treasury have indicated that neither Explorer Solutions, Inc., nor any of its principal partners and officers, owe any delinquent Monroe County property taxes. The principal partners and officers of the firm are:

Christian Perreault, Senior Partner and Managing Director
Rob Benyon, Vice President West – Project Manager
Normand Landry, Senior Partner and Chief Operating Officer

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

Sincerely,



Cheryl Dinolfo
Monroe County Executive

CD:db