

CITY OF ROCHESTER

NOTE CARD QUESTIONS AND ANSWERS SUBMITTED ON SEPTEMBER 17, 2014 RELATING TO THE PRESENTATION OF DEVELOPMENT OF PARCEL 1 IN CHARLOTTE, NEW YORK

Charlotte Business Owner

Q: Will the City keep up with town square after it is developed? Will we be getting more firemen or a new house with the influx of people coming into the area?

A: The City will maintain the public square. The firehouse at 4050 Lake Avenue will continue to service the Charlotte neighborhood. There are no plans to construct another firehouse in the immediate port area at this time. The City Fire Department will evaluate future needs in regards to staffing the Lake Ave. fire house.

Charlotte Resident

Q: Please speak to the back side of the hotel – what is facing Lake Ave.?

A: Additional elevations are currently being developed to show the side of the building that will face Lake Ave.

Charlotte Resident

Q: Why would you spend all this money, raise our taxes and in time it will be vacant? Only option to make money is to have apartments, low income housing and we won't accept that.

A: The City is not providing any funding for the private development project. There are no plans to raise taxes as a result of the proposed project. Private development and investment increases the City's tax base and helps keep the City's tax rate stable. There are no low income housing proposed for the project.

Charlotte Resident

Q: How many 10 story buildings are there in Skaneateles? Can you please show a graphic of the hotel as it would be seen in from Lake Avenue.

A: The developer is working on detailed elevations of all sides of the building and will make them available.

Q: What is zoning for height of condos, store fronts – affordable? What about "start-up" businesses affordable?

A: The maximum height (set back 30 feet from the street) is 13 stories with an additional two attic stories allowed. This would bring a building allowable under the zoning in the Marina District to 15 stories total. The proposed development is a total 10 stories. The zoning code reads:

[b] Overall Building Height:

Maximum 12 stories at Lake Avenue, 13 stories at North River Street; Up to two additional ATTIC STORIES permitted in a tower if contained within a single pitched roof with DORMERS;

Charlotte Resident

Q: Will these be time shares? What exactly will be built first and what are its dimensions? Does it include parking? What are the measurements and directions of where the shadows fall? What is the impact on wind (wind tunnel)?

A: There are no time shares proposed. The private condominiums, or the separate second bedroom “lock-off” units, may be included in the hotel/condominium pool at the discretion of the homeowner. Units in the hotel/condominium pool are managed by the hotel and are then treated just like a regular hotel room, but can be taken out of the hotel pool by the homeowner whenever they like.

Charlotte Resident

Q: Is the town green part of Phase I?

A: The town green portion would be constructed once Phase 1 of the private development on parcel 1 is completed.

Charlotte Resident

Q: How many customers in a 3,000-5,000 SF restaurant and a 1,200-2,400 SF coffee shop and how does this compare to existing similar venues?

A: We do not have data for the number of customers that patronize existing Charlotte establishments such as Hose 22, Windjammers, etc. Any business owner that may operate an establishment in the development will determine the market share they may capture in their business plan.

Charlotte Resident

Q: How do you deal with the 50% margin – 40-6- hotel rooms?

A: This question is unclear.

Charlotte Resident

Q: Is the City and Edgewater concerned that project will not succeed due water issues that are still ongoing?

A: The County of Monroe is implementing a system to mitigate the algae issues that occur in July and August at Ontario Beach Park that necessitates closure of the beach and leads to odor concerns. When algae builds-up on the west side of the pier at the beach, the new equipment will pump the material into the river and out into the lake to reduce odor and nuisance conditions and improve water quality to keep the beach open for swimming.

Charlotte Resident

Q: Where are the plans from the City for the public space (town green)? Do they have the funding? Who pays for ice rink and insurance?

A: Conceptual plans have been developed for the public space and will be refined further as the project proceeds. The City has identified funding in the Capital Improvement Plan to construct the open space. The costs to install and operate the ice rink will be negotiated between the City and developer.

Charlotte Resident

Q: Is the park bordered by Estes and Hincer Street going to remain a park, or is it being considered for one of the off-site parking lots? It is already being used for parking overflow and it should remain a park/soccer field.

A: There are no plans to alienate the park land for any use including a permanent parking lot. The park will remain open space and will be used for overflow parking on occasion.

Q: You always say there is no low-income housing. What is the medium-income housing you mention? Can you promise this high-rise will never be turned into low/median/subsidized housing?

A: The median family income (MFI) for the Rochester MSA for a family size of 1 is \$46,900, family size of 2 is \$53,600, family size of 3 is \$60,300 and a family size of four is \$67,000. The larger the family size, the higher the MFI. The development will not include any low-income or subsidized housing. The units will be owner-occupied and will not be converted to low-income/subsidized rental housing units.

Charlotte Resident

Q: Is the marina private for condo owners or public?

A: The marina currently under construction will contain 85 boat slips of which, up to 20 will be reserved for condominium purchasers. The remaining 65 will be public.

Charlotte Resident and Business Owner

Q: What will the City do to ensure that existing businesses can thrive and grow, specifically where exactly their patron will park?

A: The City's Department of Neighborhood and Business Development (NBD) will continue to work with Charlotte businesses as they do today. NBD has loans and grant programs for eligible businesses that can be utilized. The new development will construct parking as part of the project to accommodate the demand from the new development. Parking will continue to be available on-street and in the Lake Ontario Beach parking lot. Upon completion of the marina and development, more than 935 parking spaces will be available at the Port. The City will continue to work with Charlotte residents and businesses in regards to parking issues that may arise.

Q: When will City start charging for all parking?

A: There are currently no plans to charge for parking in Charlotte.

Charlotte Resident

Q: Will there be tax credits for the developer, and if so, for how long? Who owns the marina and who runs it and gets rental income? Will local labor be involved for all phases?

A: There is no tax credit financing in any phase of the project. The City will own the marina and hire an operator to manage the marina. Depending on the type of operator arrangement selected rental income will either be direct revenue to the City or shared by the City and the operator at terms to be determined. If the developer seeks benefits from the County of Monroe Industrial Development Agency (COMIDA), then the developer is required to utilize all local labor for the construction of the project.

Charlotte Resident

Q: Why do you persist in fixing something that isn't broke? I've lived here for 46 year and we didn't need the Fast Ferry and we don't need or want this. Hearing about places not in Rochester.

A: The revitalization of Charlotte and the City continue to be a priority for the City. The proposed development will attract more residents to Charlotte, create construction and permanent jobs, provide year-round attractions to visitors and Charlotte residents, expand the City's tax base and generate additional sales tax revenue. The development and marina will attract new businesses and investment into the Charlotte area.

Q: The FAQ sheet published by Charlotte Strong was based on information available prior to this evening's presentation. Why is the City attempting to discredit concerned citizens in our quest to understand why and how this process continues in spite of a large number of petition signatures calling for something different to happen (2,500 signatures). Why is the city dismissing us or, worse, chastising us for asking important questions?

A: The City has been consistent with the information being provided to the community in both the media and at community meetings. In response to the Charlotte Strong FAQ, the City wants to insure that information being provided to the public is correct and accurate. The City encourages people to ask questions and continue to provide input to the developer.

Charlotte Business Owner

Q: Why start w/phase I to see if that is successful – then and only then will be phase 2 and 3? Start with a revised phase 2&3 and if they are successful develop or leave open phase 1 space.

A: The development parcel will be built in 3-4 phases. The first phase will include the area at the north east corner of the parcel. The remaining part of the parcel will be developed as the market permits and supports. This will insure that residential units are not overbuilt and the market not saturated. The Phase 1 development will include the boutique hotel (40 to 60 units) which is an important component of the overall project.

Charlotte Resident

Q: The word "on the street" is that the Pike Co. has stopped the development of the marina because they have not been paid. Is this true? If so why? What effect does this have on the Edgewater project?

A: No, Pike is being paid and work is continuing this fall. The second phase of basin excavation and construction will resume after the City completes its review of approaches and schedule.

Charlotte Resident

Comment: No question, just wanted to say I support the project.

Q: Why is the city even considering using public property for private housing? We do not need 3 high-rises at Charlotte! There is NO ROOM there! The beach will be ruined!

A: The City typically sells City-owned land for development. The parcel being developed is not designated public park land and had always been envisioned as a development parcel. It is the City's position that development of this parcel will actually enhance port and beach area by providing

additional businesses to visit and enjoy. The development will include a public open space that can be enjoyed during all seasons of the year (ice skating in the winter months).

Q: I heard there was a proposal from an institution of higher learning to make an education center. What happened to that proposal?

A: There was a proposal at one time to transform the terminal building into an educational/research institution relating to the Great Lakes. The proposal never moved forward primarily because of funding issues.

Charlotte Resident

Q: The city state Edgewater does not have any rights to purchase parcels 2 & 3, yet the Edgewater rep. constantly referred to phase 2 & 3 being developed by them. Which is the truth?

A: The developer is referring to Parcel 1 as being developed in several phases. Parcels 2 & 3 do not currently exist and the developer does not have any rights to develop those parcels once created.

Q: How will this development help downtown? Will the river be developed upstream?

A: The development will help the City overall through revitalization of the Charlotte area and through the generation of additional property and sales tax revenues. The City owns the former River Street railroad station. The City would like to see the station renovated in the future, but that is unlikely to happen until the CSX rail line is formally abandoned.

Charlotte Resident

Q: Have we considered the quick-sand foundation problem.

A: The design team has access to the preliminary site assessment documents, which include subsurface data from a number of borings. The buildings will be designed with foundations systems appropriate for the soils present.

Charlotte Business Owner

Q: Can the City allocate some slips further south on the river (near Steel River) for support of the businesses in that area?

A: Business owners that are interested in establishing transient slips at the City's River Street Marina should contact the City's marina operator, Steve Gibbs at **River Street Marine, LLC (585) 663-8990 or (585)227-6442**.

Q: When did the construction start and when were the official plans approved?

A: Construction of the marina started in the Fall of 2014. The marina development plan was approved by Rochester City Council in May 2012.

Comment: I am not a Charlotte resident but I went to Charlotte High also have been enjoy Charlotte Beach for over 40 years. I've seen all the changes over the years. Charlotte does not need or want high rises or housing.

Q: How can you say there is no public funding when the City has received \$20 million in Federal and State funding? I am a resident of Brighton who loves Charlotte as it is. What will you do to ensure that current restaurants and shops are able to retain their customer base and parking? I live in Brighton and own a business in the city. I love Charlotte Beach and don't want it destroyed.

A: No public funding has been or will be provided for the private development. Public funding has been invested in the development of the public marina/streets and utilities. Public funds will be used for construction of the public open space. The development will attract more visitors to the Port. The Charlotte business will actually benefit from the development. On-street parking will be retained throughout Charlotte and the port will still have over 935 parking spaces available to the public after the construction of the marina and private development (Parcel 1) is completed.

Charlotte Resident

Q: What makes one think that VERY large project such as this will be any more successful than similar area housing such as Westgate at the Harbor? TOO Big!

A: This is not a "very large project", and Phase One includes fewer than 24 for-sale units. Future phases will be implemented only after units from previous phases are sold, and an appropriate number units in the next phase are presold.

Q: Where will the hotel employees and guests park? Where will condo and townhome owners park?

A: Parking for all visitors and residents of the development will park in the lower level parking areas to be built beneath the development.

Q: Parking must be a major consideration for future Charlotte development – what are the parking and traffic plans for local businesses? Is there any room for a trolley?

A: On-street parking will be retained throughout Charlotte and the port will still have over 935 parking spaces available to the public after the construction of the marina and private development (Parcel 1) is completed. The City will continue to work with businesses and residents in regards to parking issues that may arise. The City has installed dynamic message signs on Interstate 390 and 590, Lake Ontario State Parkway, Lake Avenue, Pattonwood Drive and Thomas Avenue (portable dynamic message signs have also been purchased that can be used in other key entry points to Charlotte). These can be used to provide real-time messaging to drivers travelling to the port to alert them of traffic issues, notification that parking lots are full and provide information regarding alternate parking sites. This will help alleviate some issues that may occur in the Port especially during special events. There are currently no plans to install a fixed rail trolley system. Trolley buses have been discussed and can be revisited.

Charlotte Resident

Q: Are all present parking lots going to stay available to the public?

A: With the exception of the Parcel 1 development parcel (65 spaces) all current public parking lots will remain. Additional surface parking will be constructed near the terminal building specifically for marina patrons.

Charlotte Resident

Q: Will the distance from curb to buildings on Portside and Corrigan be the same as the slide you showed of Niagara on the Lake? The public realms of these streets are as important as the main streets.

A: The distance from the building to the curb will be similar to that in Niagara on the Lake. (Niagara on the Lake dimensions from curb to front of building as scaled from Google Earth are 10'-12'.

Waterfront Rochester dimension on Corrigan and Portside streets from curb to RBL is 14' at the narrowest point).

Charlotte Resident

Q: What is your plan if the properties don't sell?

A: Phase 1 includes fewer than 24 for-sale units, and the developer and city are very confident that the market can absorb these units. Future phases will be implemented only after units from previous phases are sold and an appropriate number of units in the next phase are presold. Units will likely be incorporated into the hotel/condominium pool until they are sold and occupied.

Charlotte Resident

Q: How do you explain using \$20 million of tax payer money, etc. and only sell the property for \$350,000 to Edgewater Development?

A: The City is required to sell the property at the appraised value. The property was appraised by a independent licensed third-party appraisal firm.

Charlotte Resident

Q: Will the CSX rail line be used as an exit?

A: Should CSX abandon the rail line in the future this is an alternative that can be evaluated.

Charlotte Resident

Q: In winter, could the new marina area be used for ice skating as a natural link?

A: Possibly if it can be done safely. Edgewater is proposing an ice skating area in the public square area adjacent to the first phase of private development.

Charlotte Resident

Q: Are the million of dollar condos off the table? Don't see those mentioned.

A: It is likely that the top floor penthouse units could sell for \$1 million or more, depending on the final size and configuration of the units.

Charlotte Resident

Q: The mixed use of commercial and residential at ground level will conflict. The shared parking for beach and the development will create a shortage at peak use. The building height will block the waterfront view. The building façade is unattractive. It does not blend with the existing structures.

A: A mix of uses on the ground level is common in interesting and dynamic neighborhoods. As documented in the EIS, there is already a shortage of parking during peak use, and this project will not increase the number of days at "peak use." As demonstrated by the Monroe County Parks maintenance

facility at the southeast corner of Lake and Portside, it is the first story of any building that blocks the views. The upper floors will not block any additional views from the sidewalk or roads. We respectfully disagree on the attractiveness of the building façade.

Q: Have you done a business case study, by asking Monroe County residence what they would like or if it would encourage them to visit year-round?

A: The development team has discussed the project with hundreds and hundreds of individual residents of Monroe County, and they have provided many suggestions that we are incorporating.

Q: Why can't everything be at the 30 foot height? Why does height equal quality?

A: Height equals quality because the majority of the economic values created in waterfront locations come from the views. Upper level floors with panoramic views of the lake will command prices up to double that of units without such views, and furthermore, the efficiency of construction of multistory buildings reduces the overall average cost of each unit. This combination of higher values and more efficient construction allows us to utilize higher quality materials at the ground floors than would be economically possible without the values created by units with great views. Additionally, lower buildings would not support the density required to make a significant increase in the year round population of Charlotte (and economic success of local businesses) unless there were many more of the lower buildings occupying the limited developable area in Charlotte.

Q: Has anything been planned for updating the inside of the bath house or restroom buildings that are currently in the park?

A: Monroe County is responsible for operations and maintenance of Ontario Beach Park including the bath house and restrooms. The City will discuss this suggestion with the Monroe County Parks Department.

Q: You think if you build it they will come? This is not true for small town Charlotte. The bigger cities, yes. Not small time Charlotte.

A: Charlotte is part of the city and larger metropolitan area that includes a population of over 1 million residents. Charlotte, located on the Lake and River, is an attractive location for anyone to live. With the ongoing revitalization efforts underway (marina, "town green", etc.) it will become an even more attraction location for residents and visitors.

Charlotte Resident

Q: We are not Skaneateles and Sacketts Harbor – you're not comparing apples to apples. Those are established towns. This project will be in the City – we can't control fights, how are you planning to keep current residence here and what is it going to cost us as taxpayers?

A: Based on input by the community, the developer visited a number of communities along Lake Ontario such as Skaneateles, Cobourg, Niagara on the Lake, etc. These were identified during the community input that the developer should model the design, character, etc. of the project after. The first two stories of the development fit into this character creating a pleasant "small town" street

experience for pedestrians. To continue to maintain Charlotte as an attractive place for residents and potential residents it is important to provide an atmosphere of vitality, activity, distinctive character and safety. The new development will help with safety and the perception of safety in having “eyes” on the park, marina and parking areas. Having residents overlooking these areas will help deter unwanted behaviors. The City’s re-organization of the Police department model will also help. There are no public funding being invested in the proposed private development (except for the public open space).

Charlotte Resident

Q: What will this do to the taxes in the Charlotte area. Will we become a “resort” area? Why not develop the area of Latta and River St.? Great “townhouse” potential. P.S. Eastsiders are afraid to come to Charlotte. Good luck with stores.

A: An overall goal of the City is to maintain/grow the tax base. This is accomplished through new investment that will expand the tax base and help keep the taxes of existing property owners at a more constant level. If Charlotte were to transform into a more “resort” type area, it does not mean that property taxes for existing property owners would necessarily increase. The City does not own property that it can sell for residential development in the Latta/River St. area. The City has been actively working with private property owners directly in regards to renovation of buildings for a mix of uses.

Charlotte Resident

Q: Why a 10 story hotel? Where will public parking be – how many spaces? Will it keep in mind the pavilions and parking for venting those?

A: The hotel portion of the building will only be in several levels with the remaining upper stories dedicated to residential. With the exception of the Parcel 1 development site (that currently contains 65 public spaces) over 935 public parking spaces will be available to users of the beach and park facilities, including the pavilions. In addition to the 935 public spaces dedicated parking will be available specifically for boaters using the public boat launch and the boaters using new marina basin.

Charlotte Resident

Q: What if the group tonight is opposed, will the project go forward?

A: The City recognizes that there are people who still have questions about this project, people who support the project and people who are opposed – as is the case with every project. The developer has undergone an extensive community input process and we are very pleased that hundreds of people took part. As result and in response, the developer made changes in both height and design. There is a rigorous process in place that must be observed, and final approval for the sale of the property will require action by Rochester City Council. At this point in time, the project is moving ahead.

Charlotte Resident

Q: Why can’t the land that is currently vacant – i.e. Tapecon, be used instead of the property currently being discussed? Also many vacant homes and properties are in Charlotte – why not fix them? Lake Avenue is already overcrowded and parking already stinks.

A: The City is moving forward with development of Parcel 1 in the port as consistent with the Port Master Plan and zoning regulations. This project will capitalize on the major investment underway for

the marina and help make Charlotte a year-round destination point. The city owns limited land in the Charlotte area and does not own the site formally occupied by Tapecon. The City will work with private property owners to develop and enhance their properties. Our continuing efforts to revitalize the Charlotte area will attract additional investment in the neighborhood in terms of new businesses and people purchasing vacant homes to renovate and live. On-street parking will be retained throughout Charlotte and the port will still have over 935 parking spaces available to the public after the construction of the marina and private development (Parcel 1) is completed. The City will continue to work with businesses and residents in regards to parking issues that may arise. The City has installed dynamic message signs on Interstate 390 and 590, Lake Ontario State Parkway, Lake Avenue, Pattonwood Drive and Thomas Avenue (portable dynamic message signs have also been purchased that can be used in other key entry points to Charlotte). These can be used to provide real-time messaging to drivers travelling to the port to alert them of traffic issues, notification that parking lots are full and provide information regarding alternate parking sites. This will help alleviate some issues that may occur in the Port especially during special events.

Charlotte Resident

Q: Where do we stand on Lake Ave.???? It's been torn up for years now! When will it be repaved?

A: The reconstruction of Lake Avenue from Merrill to Burley will begin in spring 2015 and be completed in summer 2016.

Q: The high rise in Charlotte and the apartments behind them are full of crime and disrepair. Are these properties owned by the City? And can we turn these into privately owned units or a hotel for the high rise?

A: The existing high rise and apartments are not owned by the City. They are privately owned and the City will not be acquiring them. Unless the current owners want to convert them to another use or condominiums there is little that can be done at this point.

Charlotte Resident

Q: Will all the work be done by local workers? Who is paying for all the construction? It sounds like the City is selling the property. Will the City hold the deed to this land? The jobs that are created afterward, are they locally owned business or are they foreign? Where is the parking? We used to have an ice rink, it was closed for liability reason. How will you have one now? What has changed?

A: The developer will likely seek benefits from the County of Monroe Industrial Development Agency (COMIDA). COMIDA will require that the developer utilize all local labor or construction. All funding for the private development will be from private sources (bank, owner cash equity and private investors). The City will sell a portion of the property to the developer. The developer will have an option to purchase additional areas of Parcel 1 and the project progresses. The City will hold the deed on the other phases of Parcel 1 until those portions are sold as the market permits and supports. There are no business tenants identified currently, but the developer is in preliminary conversations with a number of local business owners. Their stated desire is for local businesses over national chains. The development at Parcel 1 will build their own structured parking levels beneath the building that will accommodate the residents and uses proposed. A skating rink is planned for the public open space

("town green"). What has changed now is the new development that is being proposed and intention to create a year-round destination point.

Charlotte Resident

Q: Who is operating the marina?

A: The marina will be owned by the City of Rochester. The City is evaluating different operating models at this time. The City may directly hire an operator and dock staff or it may entertain proposals for operation of the marina by a third party. The City has not yet begun the procurement process to secure an operator. Under all the approaches the marina will remain a public facility.

Charlotte Resident

Q: Please explain where people will park to go to the beach; to frequent established businesses? Who is the third-party appraisal firm that decided the value of the land?

A: Over 935 surface public parking spaces will remain for public parking for the Port area and Lake Ontario Beach Park. The parking lots adjacent to the Park will continue to be available for park patrons. Parking for established businesses will be available on-street and in the surrounding public surface parking lots. The third party appraisal firm that established the value of Parcel 1 was Bruckner, Tillet, Rossi, Cahill & Associates.

Charlotte Resident

Q: Are any other projects being considered other than hotel and housing, i.e. recreation facilities such as a skating rink, tennis courts, etc.?

A: A public promenade is being constructed around the marina basin and the public open space next to the new private development will include a winter skating rink area. The public boat launch is being reconfigured and upgraded. The City is also studying the construction of additional trail sections and scenic overlooks. No other projects are being considered at this time.

Charlotte Resident

Q: Can you show us an aerial view of where each of the buildings will be? Including the beach and the parking plan for the public. How many spaces will be left? Where can a Harborfest be held? Will we have to pay for parking?

A: There will be over 935 spaces available to the public for public parking for the beach and port. There are no plans currently being considered to charge for parking. Festivals can still be held in the park and public areas around the marina and Port Terminal Building. The north end of the marina has been designed to offer a venue for events such as antique boat shows and regattas. There are no plans currently being considered to charge for parking. The City is now requiring that event organizers provide remote parking and shuttle type arrangements for events that exceed the capacity of available public parking.

Charlotte Resident

Q: Why won't /can't you use an authentic architectural style common to Western NY, ca. 1890's rather than prairie style?

A: The developer very much intend to utilize an authentic architectural style common to western New York similar to the images shown of Skaneateles and Niagara on the Lake.

Charlotte Resident

Q: Where will the boat launch site be located to?

A: The launch will stay in the current location for the foreseeable future, and it is being reconfigured and upgraded as part of the marina construction project. Relocation of the launch, while part of the long-term master plan for the port, is not currently being actively pursued by the City.

Q: The construction jobs, is there a hire local clause in the contract?

A: The developer will likely seek benefits from the County of Monroe Industrial Development Agency (COMIDA). COMIDA will require that the developer utilize all local labor for construction. It would be included as a clause in the COMIDA agreement.

Charlotte Resident

Q: Who is going to pay homeowner taxes when they go up? What are we going to do when this fails? Who pays for it?

A: The City undertakes a re-assessment of properties every four years. Assessments are based on comparable sales for similar types of units in the area. Since there are no real comparable unit types to the condominiums being proposed it is not likely that it will have an impact on single-family owner occupied homes and apartment units. The project will be constructed in phases as the market permits and supports. This will minimize the risk and ensure that it will not be "over-built." The developer will not build more condominiums that can be sold. The development will be privately funded.

Charlotte Resident

Q: Will the condo be part of the hotel building? Same question for townhomes.

A: The condos will be located on the upper floors of the hotel building, above the hotel room floors. The townhomes will be on the ground level in adjacent (and possibly attached) structures.

Q: Why a hotel and nothing but a hotel for phase I?

A: Phase I will include not only a 40-60 room boutique hotel, but also 12-24 hotel/condominium units, 7,500-10,000 sq. ft. of commercial/retail, 3-5 townhomes and underground parking.

Charlotte Resident (for 55 years)

Q: Who will be responsible for maintaining the area? Currently volunteers plant flowers and take care of litter. More people mean more City resources will be needed. Sidewalks and streets along Lake Ave. have not been touched since the ferry project. We also have very limited police resources in Charlotte. I was told by a police officer there are at times a total of 24 officers to handle Charlotte to downtown on the west side of the River. And guess where they are? Not here!

A: Maintenance of the area will be undertaken as is today. Mayor Lovely A. Warren and Rochester Police Chief Michael Ciminelli are moving forward with the Rochester Police Department Reorganization Plan, which returns Officers to a neighborhood beat structure so they can engage in true community policing activities. The plan will replace the current two-division patrol model with a five-section model that gives individual Officers smaller areas of responsibility, thus enabling them to spend more time engaging citizens.

Charlotte Resident

Q: Why no photo-realistic renderings with elevations that match the plan view?

A: More detailed drawings and elevations are currently in development and will be completed as zoning and staff review of the project proceeds.

Charlotte Resident (40 years)

Q: Where is the parking for the hotel?

A: Parking for the hotel and residents of the development will be constructed in two lower levels beneath the building.

Q: How can empty parking spaces be a problem when parking has been a “big” problem for many years?

A: During events and on occasions during the summer months, parking is at capacity. The project will construct its own parking under the new buildings to accommodate the hotel and condominium residents. Over 935 spaces will remain for public parking in the beach and port area.

Charlotte Resident

Q: Why not keep the hotel closer to scale of the other buildings and how about the building by Suss Service, that no one would be bothered by the view?!!!

A: It is not possible to provide the number of rooms necessary for a successful hotel, along with all the parking and other site infrastructure, in buildings similar to the size of the existing buildings. The only property available to the developer is Parcel One.

Charlotte Resident

Q: Why are you confident people will buy these condos? What data are you using?

A: The developers have introduced new product types in many waterfront communities across the Great Lakes and around the world. They have spoken with hundreds of local residents and have received significant interest from potential buyers.

Q: Is your program entirely funded by you. If it fails who will wind up covering the costs?

A: The buildings will be entirely funded privately. The developer is on the hook for all costs related to construction of the buildings. The developer will be building in phases as the market permits and supports to mitigate risk.

Q: Will your restaurant hurt local restaurants? Will they also do better than Pier 45?

A: The development will draw more people to the area including new residents. The development should help the existing businesses by attracting more customers. The more choices people are provided, the more likely they are to visit and patronize the establishments. We anticipate that any new establishment will meet the market demand and remain a stable business in the area.

Q: Why didn't the City learn with the fast ferry failure? Why is this project being shoved down our throats? No buildings over 3-4 stories should be built there (on top of the port).

A: This project cannot be compared to the Fast Ferry Project. One project is a private development that includes a mix of owner-occupied residential, boutique hotel and limited retail/restaurant space; the other was a largely publically funded transportation project. The developer has had input from the community and has made concessions on the design. The building is being designed within the existing Zoning Code for the District (and is lower than in height than what is actually allowed under the Code). The District Zoning Code was adopted several years ago by the City and was also vetted through a community process.

Charlotte Resident

Comment: Introduction of development project – sufficient height, height to appropriate peak w/existing structures - where taller structures are allowed – primary concern of residents – NO HIGH RISE!

Charlotte Resident

Q: Is it possible to create a more desirable 4-5 story old Charlotte Hotel look as opposed to the 10 story structure shown?

A: The developer has stated that they do not believe that it could be done in an economically feasible way. The quality of the materials that the project could afford would be much lower, which would in turn reduce the value of the buildings themselves. This is a sure recipe for economic failure.

Charlotte Resident

Comment: Why are you still going to build a high rise when we made it clear. NO HIGH Rise!!

Q: What is the highest height of the building in Niagara on the Lake, Skaneateles – of all the cities you mentioned as comparisons?

A: The developer does not have this information, but the vast majority of the buildings in those locations are very similar to the lower levels of the buildings proposed in Charlotte, as required by the form based code.

Charlotte Resident

Q: Is there a plan for an ice rink or ice skating center in the development project?

A: As one of the amenities to draw people to the port during the winter months, a skating rink in the public open space has been proposed. The City is supportive of the ice rink proposal.

Charlotte Resident

Q: What will you do when no-one buys your high dollar condos. (Like the Ferry failed, Irondequoit Mall failed). There is too much crime control.

A: There is already interest in perspective buyer for units. As the project progresses to reality it is expected that this interest will grow. The project will be constructed in phases as the market permits and supports. This will help mitigate the risk of over-building residential units. The City's re-organization of the Police Department will help better address any issues relating to crime in the area.

Q: I have lived and worked in Boulder Colorado – Are you suggesting that the mall you showed attracts visitors other than the University students and local people? It is a nice mall – with low buildings, but not a visitor attraction except for Halloween, which is a blast in Boulder. But that is it. You say??

A: We respectfully disagree. We (developer) lived in Denver for nearly ten years, and “visited” Pearl Street Mall regularly, at least eight to ten times per year. Pearl Street Mall was one of our regular places to take out of town friends who visited. For the purposes of economic value, it doesn't matter if the “visitors” are from Rochester or anywhere else. In fact, Charlotte is significantly closer to the broader population of Rochester than Boulder is to Denver.

Q: What is the current plan for the Port Building? Can it be retained by the City for a public market or other public activities (movie theater, perhaps)?

A: At this point the only plan is to utilize the southern portion of the Port Terminal Building for boater services. The City will be considering options for the remaining larger portion of the building in the future. Options may include sale or lease of that portion of the building to a developer or maintaining the building in City ownership.

Charlotte Resident

Q: What happened to the higher end condos? Where is the \$1,000,000 condo? All prices are much lower as is the income requirements. How come?

A: The proposed prices of the units have not changed. The upper penthouse floors will likely exceed \$1 million, and the lowest priced units will be near \$200,000.

Charlotte Resident

Q: Will your firm be doing the work on the Port Building?

A: Edgewater has no leasing or development rights for the Port Terminal Building. The City will be deciding how to best manage the future development the building. If it is to be sold or leased for renovations into new uses, the City will issue an RFP and consider proposals.

Charlotte Resident

Q: Do you have fire Equipment and manpower – along with employee benefits, garage space, maintenance cost, plus police to protect additional residents? It takes an average of 2 hours to get a cop. What in it for ME? – Higher taxes? More noise, more pollution, less police, more people. Why can't you understand – we don't want less park area? What don't you understand we say we don't need more housing? Year round? Are you kidding? Downtown is inside the Inner Loop.

A: As part of the regulatory review of the project, the Fire Department will evaluate what, if any, additional resources may be required to serve any impacts of the proposed project. The City's re-organization of the Police Department will help better address any issues relating to crime or perception of crime in the area. Parcel 1 is not considered park land. The new development will generate additional property and sales tax revenues that will exceed any additional costs to the City to service the development. Revitalization of the area will also attract other investment into existing vacant homes and storefronts. You are indeed correct, downtown is located within the Inner Loop.

Q: All funding should be transparent, especially tax money. For example: to babble – what happened to the \$200,000 Main St. Grant that we got 2 years ago?

A: All funding for the development will be private and no tax money will be invested in the buildings. The city will expend funds to building the public open space. The City was not the recipient of any NYS Main Street Funds, and the grant recipient would be the most appropriate organization to address the question.

Q: Will anything be done to enhance the walk-ability and bike-friendliness of Lake Ave.? I biked here from downtown and Lake Ave. is TERRIFYING. I am saying this as a veteran urban cyclist.

A: The City is exploring alternative bike trail routes since that portion of the Lake Avenue improvement project was eliminated due to public opposition. The Genesee River Trail does provide an alternative off-road route for cyclists.

Q: How about the Lake Ave. traffic?

A: The City has installed dynamic message signs on Interstate 390 and 590, Lake Ontario State Parkway, Lake Avenue, Pattonwood Drive and Thomas Avenue (portable dynamic message signs have also been purchased that can be used in other key entry points to Charlotte). These can be used to provide real-time messaging to drivers travelling to the port to alert them of traffic issues, notification that parking lots are full and provide information regarding alternate parking sites. This will help alleviate some issues that may occur in the Port especially during special events.

Q: Where do you propose to put the snow?

A: Snow storage and removal will be addressed as needed, just like any other building.

Charlotte Resident

Q: You took away parking for Beach goers. If you build this without addressing this you will put us out of business. Will you add more fire fighters and police? Same old questions still no answers.

A: The new development will construct two levels of parking to accommodate the new demand generated by the hotel and residents. Over 935 surface parking spaces will remain for public parking for the Port and Beach. On-street parking will continue to be available. As part of the regulatory review of the project, the Fire Department will evaluate what, if any, additional resources may be required to serve any impacts of the proposed project. The City's re-organization of the Police Department will help better address any issues relating to crime or perception of crime in the area.

Charlotte Resident

Q: How are you going to manage traffic?

A: During events and peak summer times, the area does get congested. The City has installed dynamic message signs on Interstate 390 and 590, Lake Ontario State Parkway, Lake Avenue, Pattonwood Drive and Thomas Avenue (portable dynamic message signs have also been purchased that can be used in other key entry points to Charlotte). These can be used to provide real-time messaging to drivers travelling to the port to alert them of traffic issues, notification that parking lots are full and provide information regarding alternate parking sites. This will help alleviate some issues that may occur in the Port especially during special events.

Q: What will happen to the Port of Authority Building?

A: At this point the only plan is to utilize the southern portion of the Port Terminal Building for boater services. The City will be considering options for the remaining larger portion of the building in the future. Options may include sale or lease of that portion of the building to a developer or maintaining the building in City ownership

Q: Will trees in the Park be cut down to enhance the view for some? This is a rumor circulating strongly.

A: Trees will not be cut down in the Park to enhance views.

Q: What are the other phases? Explain their use. Why is phase 1 so far north? Why not start south and work to the north?

A: Both Phases Two and Three will provide a mix of uses including owner occupied, for-sale condominiums, townhomes, and appropriately scaled commercial and retail uses. The Phase One site is the best site for the hotel use due to its relationship to the new marina and park.

Q: Who in Rochester will have enough money to buy such expensive condos? We understand that this is a useful way for wealthy Chinese and other foreign nationals to become citizens. Bring \$ to USA and you can become a citizen. How can you condone this?

A: There are no more than 24 for-sale units in Phase One, which is a very very small percentage of the population of Rochester, not to mention the surrounding areas. The fact is that there are plenty of folks able and interested in purchasing these units. The development team is firm supporters of the US Customs and Immigration Service's EB-5 program. Each investor undergoes a review process by the US Government that lasts 6-12 months, and the source of every dollar invested is verified. Furthermore, in order for an investor to receive a Green Card, the project must create 10 jobs for Charlotte residents. We believe this program is a win-win for everyone, including local residents.

Q: Have you considered a water park for children for use by people at the hotel? Grandpa and Gram can bring the kids and stay at the hotel.

A: The developer has performed a market study to assess the viability of a waterpark associated with the hotel, and found that the hotel will be too small to support that use. There will, however, but a pool at the hotel.

Q: Are you going to incorporate a bike path from the Ridge Road down to the Beach (along the River)? Maybe have parking up by the Ridge to Park their cars?

A: The marina construction project includes the completion of bike path and trail connections between the existing Genesee River Trail and the Charlotte Pier. Several hundred feet of new, paved trail connections are being constructed including a promenade around the new marina basin. Trial users will be able to connect from Ridge Road to Charlotte. Additional parking near Ridge Road is not currently part of the marina project. The City is exploring alternative bike trail routes since that portion of the Lake Avenue improvement project was eliminated based on public feedback.

Charlotte Resident

Q: How much will the condos start at \$? 1-BR to 3 BR. HOA \$? Pets? If bought – will they be rentable?

A: 1 BR - \$199,000, 2-BR - \$249,000, 3-BR - \$299,000. Pets would be allowed since the units are owner-occupied. The homeowner association fees (HOA) have not yet been calculated.

Charlotte Resident

Comment: the City and Edgewater have been very disrespectful to all Charlotte residents. Not listening to us and constantly lying to us. If this project continues both Edgewater and the City need to be prepared for a long, long battle to come!!

Q: Page 11 – How can you say Charlotte Strong was started by people connected to developer not chosen – I don't even follow who was not chosen...that is the incorrect Statement! You just took all credibility out of this slick pamphlet. Is there any truth in this information? I am so upset that I can't write!

A: The City stands by all the corrected information outlined in the handout.

Charlotte Resident

Q: Pg. 12 you state in the first question that the "hotel will only 39% of the allowed height" (13 stories are allowed). Pg 2. View of hotel shows 10/11 stories?

A: This should have been clarified better in the document. The hotel use will be approximately 39% of the overall building height (in floors). The hotel is 10 stories + the partial roof deck, which will be considered a story by code although it is within the height of the roof structure and not in addition to it.

Q: Could we have a company on the River or the Bay at the Irondequoit Bay. Can we have resorts for people on social security? Can we hire people who are older and have job training?

A: The City's Neighborhood and Business Development Department (NBD) will continue to market Charlotte for business investment. A priority goal for the City and NBD is job creation for all city residents across all ethnic, educational and age groups. There has not been any discussion regarding resort development for those specifically on Social Security. It is our hope that Charlotte remains a resort destination for everyone. There will be many job opportunities for people of all ages and education levels.

Charlotte Resident

Q: We do not like the look of the hotel, it does not go with the Colorado theme. How about an outside pool for a private club and maybe one for the kids?

A: The architectural theme is based on classic upstate New York waterfront communities. The developer expects there will be an outdoor pool and hot tub as part of the hotel.

Q: Is there a Phase 1 through completion development plan available, 5-10 year? How will the noise ordinance be addressed? Example – Nola's restaurant restriction.

A: The phasing of the marina development plan is described in the project 2011-2012 Environmental Impact Statement and Findings Statement that is available on the City's web-site. Noise ordinance and other zoning matters are enforced by the City's Neighborhood and Business Development Department. NBD inspectors and the Rochester Police Department both will be involved in enforcement of the noise ordinance.

Q: So the condo etc. would be built first? Wouldn't it be best to make the public space the priority? Will public be able to the observation deck? Build public trust first. Phase 1 needs to be for the common people.

A: The City's marina development master plan does emphasize public space. Of the over 20 acres of Port lands owned by the City only 2.8 acres is currently available and being offered for private development. The vast majority of the land will be public marina, public promenade, trails, public roads, and open space. Included within the private development of the 2.8 acres is a public square and gathering area that will include a seasonal ice rink and access to the new marina and promenade from Lake Avenue. Edgewater does plan on providing public access to viewing areas associated with the hotel.

Charlotte Resident

Q: The current boat launch – How many trailers can park there until the launch is moved?

A: : The current boat launch is being reconfigured and some needed improvements made as part of the marina construction project. The launch will continue to accommodate about 75 trailers. The current launch location will be open and operational for the several years because an analysis of alternative launch locations has not yet been performed.

Q: You say no low income but page 12 states 4 person \$80,400. So isn't \$20,000 considered low income?

A: A person earning \$20,000 per year would be considered low income. The \$80,400 income equates to a total household income earning 120% of the Rochester Median Family Income (MFI) as determined by HUD. The MFI for a family of 4 is \$67,000. The MFI for a family size of 1 is \$46,900.

Q: Why do sheriffs give \$50 tickets for parking in temporary roadway in boat launch site when marking for parking still exist in that roadway?

A: The City does require those using the launch to pay and display a receipt. The County Sheriff Office is enforcing vehicle and traffic law when it issues tickets at the launch or any other location at the Port.

Q: If this proposal is shot down what happens then?

A: If the developer is not able to meet their obligations outlined in the Memorandum of Understanding with the City during the due-diligence period (completion of all approvals, City underwriting review, securing all the necessary financing, detailed market studies, etc.) to the satisfaction of the City, the project will be terminated and a new RFQ would be issued.

Q: Where is the demand for all this?? It's a basic and not high end area. And no one is coming here in the winter!! No matter what you build! What makes you think anyone with \$1.2 million will buy a condo next door to low income. Don't you love when someone who doesn't even live here think they know what's best for us.

A: The Charlotte Neighborhood is very diverse in terms of incomes and residential options. Maintaining a balance of different types of housing units and resident incomes help keep such neighborhoods stable. The residential unit pricing for the proposed development are as follows: 1 Bedroom - \$199,000; 2-Bedroom - \$249,000; and 3-Bedroom - \$299,000.

Charlotte Resident (West Charlotte, AKA Greece)

Q: Will any part of the development be gated?

A: No.

Q: How much public access to the beach, the pier and the terminal will there be? How much public parking will there be?

A: The access to the beach and pier will not change. Access along the Port Terminal Building adjacent to the River will be opened for pedestrians. Access to businesses inside the Terminal Building will not be changing in the near future. There are over 935 public parking spaces in the Beach and Port lots.

Charlotte Resident

Q: Why can't the hotel be on the hill either behind the existing County Maintenance Building or at the site of the Maintenance Building?

A: Before anything can be undertaken on either property, the County Boat Launch will need to be relocated. The only site controlled by the City that is available for development is Parcel 1. This site is ideally located on the marina basin currently under construction.

Q: What studies have been done to ensure feasibility and success? Where can I find these studies?

A: The developer has completed their initial market and feasibility studies, and will continually update them as the project progresses. This information is proprietary and will not be disclosed in detail. Phase One includes fewer than 24 for sale units. Future phases will be implemented only after units from previous phases are sold and an appropriate number units in the next phase are presold.

Charlotte Resident

Q: Will the hotel be able to support the extended "off-season" low occupancy rate? Will clients stay at the hotel during winter? Or will the hotel close for the season?

A: The hotel will remain open year round, and like many resort hotels in seasonal communities, the business plan anticipates reduced occupancy rates during the winter months.

Charlotte Resident

Q: Will this be a PLA project? Have we learned from our past experiences?

A: The private development will not have a Project Labor Agreement (PLA). These are utilized by the City on public works projects. The project will be expected however to meet the City's goals for labor relating to construction: 20% MWBE, 20% Minority Workforce and 6.9% minority workforce. It is expected (and required by COMIDA) that the project utilize all local labor for construction.

Charlotte Business Owner

Q: Why a restaurant when we have an assortment of many in the area?

A: A high quality restaurant is a necessary amenity for the resort hotel, will provide an additional amenity for the new marina, and help activate the streetscape along North River Street.

Charlotte Resident

Q: Tell us more about the median income housing.

A: When the City issued the RFQ for the property, it included a statement asking anyone submitting a proposal to consider a portion of the units be affordable housing. Affordable housing, as defined by the City Charter, is family earning under 120% of the median family income (MFI). 120% of the MFI is actually market rate for Rochester (1 person household earning \$56,300 per year, 2 person household earning \$64,300 per year, with the earning increasing as the household size increases). There was no indication in the RFQ that the City was asking any developer to consider low income housing. The original intent of the RFQ statement was help that "middle class" families would also be able to purchase a unit in the development.

Charlotte Resident and Business Owner

Q: Please confirm that Edgewater will be the operator of the facility or will it be a subcontractor? If so who will that be?

A: The final determination of who will operate each element of the project has yet to be determined. However, all will be under contract to Edgewater Resources ownership.

Charlotte Resident and Business Owner

Q: Please describe any purchase interest shown to date.

A: The development team has spoken with hundreds of local residents, and have received significant interest from potential buyers.

Q: Could you or would you or are you going to utilize the railroad and the tracks? A solar powered train would be great. Use the tracks from downtown to the beach over to Ling Road and back.

A: The railroad tracks are owned by CSX. CSX has not informed the City of when they plan to abandon the railroad line. At this time there have been no discussions regarding implementing passenger rail service to the port (although it would be ideal).

Charlotte Resident

Q: What is to prevent the hotel/condo owners from eliminating public access to the rooftop/green space?

A: The rooftop spaces will be managed by the building ownership, the condominium association, business owners, and in some cases potentially by private owners. Therefore while condo owners will have legal right to close-off the rooftop areas, those areas operated by businesses such as restaurants or the rooftop hotel event space are integral to those businesses and will therefore remain open to the public. The open space through the middle of the development parcel will remain as public open space (per easement) and cannot be legally closed to the public.

Q: The Town green looks nice. So why don't you make that Phase I to see if people will utilize that before building a large hotel/condo that might fail?

A: The town green and Phase 1 development are complementary, but one will not determine the likelihood of success of the other.

Q: What is going to happen when this fails? Ex. Fast Ferry.

A: Prior to the sale and transfer of the property to the developer, the City will complete a full financial review of the project. The City is confident in this project and has had numerous successes mixed use projects completed in the city. The project will be constructed in phases as the market permits and supports. This will help mitigate the risk of over-building residential units.

Q: We need to know who the equity financing is?

A: Primary equity will come from the Edgewater Resources development team, local private investors, and international EB-5 investors.

Charlotte Resident

Q: Parking, public safety (fire and police), ambulance response.

A: There will remain over 935 public parking spaces for the beach and port visitors. The Fire Department will evaluate the project to insure it has the necessary personnel and equipment to provide adequate service. The Police Department is undergoing a reorganization that will allow them to provide a higher level of service city-wide.

Charlotte Resident

Q: Are you still using EB5 funding?

A: Yes the project is still seeking to take advantage of the EB5 investor program.

Charlotte Resident

Q: What phase of the development will the town green be?

A: The town green will follow after the construction of the hotel and condominiums.

Q: Why isn't this for downtown? Sounds like a shopping district and not a water fun area which the lake is suited for.

A: The project will provide visitors and residents additional options and attractions to patronize while visiting the area. This includes a spa, restaurant, boutique shops, ice skating rink and other activities in the public open space that people can enjoy.

Q: Why are we still talking additional population (transient and permanent) when we need revenue from recreational venues geared to ALL current residents? Why is the money not being used to upgrade local streets, sewers, lighting etc.? Why have rhetoric when the City has already determined their course? Why are we not using local developers?

A: As revitalization continues at the port, new investors will be attracted to the area to open more "recreational venues." The ice skating rink will provide enjoyment for both residents and visitors. There is no public funding being invested in the private development. City funds will be utilized to construct the public open space which will be used by local residents. Through the RFQ process, the City selected the developer most qualified to undertake the project within the current parameters of the Harbor Master Plan and the goals of the RFQ.

Comment: We want an open airy fresh breathable area. The park and adjoining land is dense enough for the acreage.

Charlotte Resident

Q: Will there be a public dock that boaters can pick-up/drop-off passengers?

A: : The operation of the marina has not been finalized but there will be locations where the general public can drop off and pick up passengers.

Q: The City has an RFP for developing the Mouth of the Genesee that seemed to have wide support and had an R.O.I. of profit and limited building heights to 1 story above Lake Avenue?

A: We are not sure what this is referring to unless it is the masterplan for developing the "Old Port" (south of the Pelican) that the Charlotte CDC completed using funding from the NSC office?

Comment: Why aren't you listening???

Charlotte Resident

Q: Please break down how this will be funded? How will future taxes be affected? How are you planning to attract people with a poor school system? Prime example is this auditorium! Based on what information are you sure people and businesses will buy? You have one road to enter Charlotte – how are you going to manage traffic? The water is dirty – Where will people swim?! It's blocked ½ the summer! Pier 45 didn't survive – how will these restaurants survive?!

A: Phase 1 will be funded through owner equity, EB5 Equity and bank mortgage financing. The City undertakes a re-assessment of properties every four years. Assessments are based on comparable sales for similar types of units in the area. Since there are no real comparable unit types to the condominiums being proposed it is not likely that it will have an impact on single family owner occupied

homes and apartment units. The target market for the residential condominiums would be young professionals and empty nesters. The development itself will not generate enough traffic to create issues. It is the existing events and peak times during the summer that will continue to generate the most traffic. The City has installed dynamic message signs on Interstate 390 and 590, Lake Ontario State Parkway, Lake Avenue, Pattonwood Drive and Thomas Avenue (portable dynamic message signs have also been purchased that can be used in other key entry points to Charlotte). These can be used to provide real-time messaging to drivers travelling to the port to alert them of traffic issues, notification that parking lots are full and provide information regarding alternate parking sites. This will help alleviate some issues that may occur in the Port especially during special events. The City is now requiring that event organizers provide remote parking and shuttle type arrangements for events that exceed the capacity of available public parking. The County of Monroe is implementing a system to mitigate the algae issues that occurs in July and August at Ontario Beach Park that necessitates closure of the beach and leads to odor concerns. When algae builds-up on the west side of the pier at the beach, the new equipment will pump the material into the river and out into the lake to reduce odor and nuisance conditions and improve water quality to keep the beach open for swimming. We anticipate that any new establishment will meet the market demand and remain a stable business in the area.

Q: Pg. 6 – As a taxpayer, I want the name of the appraisal firm that determined value of the public land being sold to the developer.

A: The firm that completed the appraisal for the property was Bruckner, Tillet, Rossi, Cahill & Associates.

Q: I would like to know if we are in touch with the needs of the lower class?

A: Poverty in the city and other areas in our region is an important issue, and the Warren Administration is committed to addressing this issue in the City.

Q: Why are you showing the same pictures and saying the same thing?

A: The pictures shown at the presentation were new and not the same massing drawings that were included in the Edgewater proposal. Edgewater has lowered the height of the buildings in response to community input.

Q: What time of year did you visit Skaneateles? Who is maintaining the landscape? How can residents support all the retail and restaurants 12 months a year?

A: We (developer) visited Skaneateles in June 2014. We (developer) believe the majority of the landscape is maintained by the City, although many businesses had window boxes or flower baskets presumably maintained by the business owners. Like any neighborhood, the number of viable retail and restaurant businesses is directly correlated to the number of residents and visitors and their willingness to patronize those businesses.

Charlotte Resident

Q: Visitors go to Niagara on the Lake for the Shakespeare Festival, proximity to wineries, casinos, Niagara Falls (one of the Wonders of the World) how do you compare that to Charlotte (a boutique hotel and shops)?

A: The quality of the Port of Rochester as a tourist destination was independently confirmed through the USFWS Boating Infrastructure Grant Program. The point system for this grant award is significantly affected by the number of destinations of local, regional, and national significance. The Port of Rochester project was the highest scoring project application in the entire country, and recognized the value of the Susan B Anthony House, the Strong Museum of Play, the Zoo, the Frederick Law Olmstead designed parks, the Genesee Riverway Trail, the various waterfalls, Eastman School of Music, the beach, the lighthouse, the carousel, and many more destinations. As a resident, it is easy to overlook the many attractions that are so interesting to visitors.

Charlotte Resident

Q: How do you describe the interest in the Edgewater development by 3rd party retailers/restaurants or hotels? Have any already committed?

A: We (developer) are in preliminary conversations with a number of local businesses and entrepreneurs, but it is far too soon to enter into commitments when we (developer) have not even purchased the land.

Q: How does this development help the poor people of Rochester? What about tax breaks?

A: The development helps the poor people of Rochester creating jobs that can be filled by City residents (both construction and permanent). Like most mixed-use commercial/residential/hotel projects in the Rochester area, it is likely that the developer will seek benefits from the County of Monroe Industrial Development Agency (COMIDA). This type of proposal also has the effect of increasing the rate at which residential units are sold, thereby increasing the amount of property tax revenue generated sooner.

Q: When is the City Planning to decide what will be done about the terminal building.

A: At this point the only plan is to utilize the southern portion of the Port Terminal Building for a boater services facility. The City will be considering options for the remaining larger portion of the building in the future although there is no specific timeline at this point. Options may include sale or lease of that portion of the building to a developer or maintaining the building in City ownership. A final decision would likely come after the marina construction is completed.

Q: States spring of 15 for finances in place. After that what is timeline for Phase 1 completion?

A: A: We anticipate construction will begin by June of 2016, with completion by June of 2018.

Q: From Lake Avenue – what is elevation on how many stories are seen?

A: Phase 1 will be 8 stories above Lake Avenue.

Q: The Fast Ferry was supposed to float too. This smells like another Fast Ferry – Just push it in?

A: This project cannot be compared to the Fast Ferry Project. One project is a private development that includes a mix of owner-occupied residential, boutique hotel and limited retail/restaurant space; the other was a largely publically funded transportation project.

Charlotte Resident

Q: What is the height of the hotel in feet?

A: Height of Phase one: Hotel to the top of the roof is 130'-0" from grade (Final Floor currently set at 259', which is 3'-0" above the grade at River Str.) The top of the roof deck feature/tower is 143'-0".

Q: Where is the \$20 million coming from to improve the land, water, power, etc.?

A: The \$20 million in funding is for the marina construction project, roadway and associated utility construction, dock systems, boater services facility, public promenade and new park areas, and reconfiguration and upgrade of the boat launch. Approximately one third of the funding is from state and federal grants to the City of Rochester for the project. The remaining two thirds is City funded.

Q: Under the Zoning Code would it be possible to increase height of any buildings to 12 +/- stories without any special approvals?

A: It will not be possible to increase the height of buildings within the Marina District beyond the maximum height in the district zoning code without special approvals.

Charlotte Resident

Q: Will there be COMIDA tax breaks or other corporate incentives offered by the City, County or State?

A: It is likely that Edgewater will request a PILOT from COMIDA. The City will need to evaluate any proposal to COMIDA and determine whether it would support the proposal. Other than COMIDA, there will be no other incentives considered for the project from the City, County or State.

Comment

The "risk" being taken is "corporate" risk not "personal." The dev. Parcel is not parkland technically, but it has serviced parkland and is being privatized.

Q: How much will the view be obstructed from the light house looking to across the Lake?

A: There will be very little impact on views from the Lighthouse. Based on the feedback from and negotiations with the Charlotte Genesee Lighthouse Historical Society during the public comment period in 2012 on the Marina District Zoning Code, several changes were made to the zoning code to minimize and eliminate obstructions of views to and from the lighthouse.

Q: What are the plans for facilities i.e. restrooms and showers for the transient boaters at the new marina.

A: The facilities for boaters will be located in the southern end of the Port Terminal Building and will include restrooms, showers, etc.

Q: Sense Phase 1 is a test. Why not put it or start it in the Phase 3 location?

A: The Phase One site is the best site for the hotel use due to its relationship to the new marina and park.

Q: You mentioned and have a picture of the beautiful Hotel Ontario. Why can't your hotel and condos be of this height?

A: We (developer) do not believe that could be done in an economically feasible way. The quality of the materials we could afford would be much lower, which would in turn reduce the value of the buildings themselves. This is a sure recipe for economic failure. Height equals quality because the majority of the economic values created in waterfront locations come from the views. Upper level floors with panoramic views of the lake will command prices up to double that of units without such views, and furthermore, the efficiency of construction of multistory buildings reduces the overall average cost of each unit. This combination of higher values and more efficient construction allows us to utilize higher quality materials at the ground floors than would be economically possible without the values created by units with great views. Additionally, lower buildings would not support the density required to make a significant increase in the year round population of Charlotte (and economic success of local businesses) unless there were many more of the lower buildings occupying the limited developable area in Charlotte.

Q: If we can't fill stores in Bausch & Lomb Building, how can you be sure that you will be able to fill stores here?

A: The Bausch & Lomb Building in downtown does not have retail store outlets.

Q: How many signatures of people opposed to the sale of public property to a private developer for construction of buildings over 3 stories are needed for the Mayor to start the process over and or to go back to the drawing board.

A: The City is committed to following the process through Council approval and actual sale of the land assuming all due diligence on behalf of Edgewater has been completed to the satisfaction of the City. The City feels that the developer has made concessions in regards to the height.

Charlotte Resident and Business Owner

Q: Where do you expect to get people to buy the Condos? So much building going on elsewhere.

A: There are no more than 24 condos for sale in phase one, which is a very very small percentage of the population of Rochester, not to mention the surrounding areas. The fact is that there are plenty of folks able and interested in purchasing these units.

Q: What is your vision for Phase 2?

A: The Developer's Vision for Phase 2 includes a very similar program to Phase One, including one, two, and three bedroom condominiums located above multistory townhomes, restaurants, and appropriately scaled retail/commercial spaces suitable for small local businesses. Phase Two will be implemented only after units from previous phases are sold, and an appropriate number units are presold.

Q: What will happen to the thousands of fisherman who it is proven stimulate the local economy if there is no access to the Lake?

A: The project is not in any way limiting access to the Lake and will not impact the people who enjoy fishing on the Lake or River.

Charlotte Resident

Q: Will there be public input for phases 2 & 3?

A: Yes.

Charlotte Resident

Comment: You are ruining a community asset for the benefit of a few. Shame on you! The exodus from the City and County will continue. No high rise, 4 stories MAX!

Q: Will there be space for kayaks and canoes?

A: The City is considering establishing a formal car top launch at its River Street Marina just south of the Port.

Q: Safety in winter/walkways, soil disrupted – health risks? Where is contaminated soil from blast furnace going?

A: During the construction of the marina and the subsequent private development excavated soil or fill that is contaminated and regulated as a waste material is and will continue to be transported and disposed of at a permitted disposal facility. An environmental management plan is in place for the marina construction and a similar plan will be prepared for the private development. The plan requires that an environmental inspector be on site during all excavation and subsurface activities. The monitor performs soil and air testing, follows a community air monitoring plan, and characterizes excavated fills and soils for disposal purposes.

Q: Will this increase our taxes?

A: The City undertakes a re-assessment of properties every four years. Assessments are based on comparable sales for similar types of units in the area. Since there are no real comparable unit types to the condominiums being proposed it is not likely that it will have an impact on single family owner occupied homes and apartment units.

Q: Who do you think is going to buy an expensive condo with the crime in the area and the traffic situation on Lake Avenue?

A: Charlotte is considered a safe neighborhood based on violent and property crime data. Traffic does become an issue on Lake Avenue during peak summer times and special events. Charlotte is a strong and vibrant community where many people already choose to live. There is a market for young professionals and empty nesters wishing to live near the waterfront and in condominiums. The proposed project will be undertaken in phases as the market permits and supports. This will insure that residential units will not be overbuilt in the port area.

CCA Member

Q: How soon will Phase 1 be done? When will we know the prices? How many permanent jobs will be created?

A: Construction of Phase 1 could start as early as fall 2015 or as late as spring 2016. It is anticipated that Phase 1 will take 18-24 months to construct. Under Phase 1 it is estimated that 400 direct and indirect permanent jobs will be created.

Charlotte Resident

Q: Why not build the high rise on the west side at Lake Ave. in the vacant lot opposite Portside Dr. if 9 stories are required to achieve profitable density?

A: The property is not owned by the City and the City has no plans to acquire private property for development.

Charlotte Resident

Q: Assuming Phase 1 works – what happens in Phase 2?

A: Future phases will be implemented only after units from previous phases are sold, and an appropriate number units in the next phase are presold.

Q: If this public park land can be sold, what will prevent other public park land from being sold? The parks are public, and should not be sold to generate tax \$.

A: Development Parcel 1 is not designated as park land.

Q: Is the developer taking all the financial risk? Is the City and State giving \$20 million? Does the developer have any private funding?

A: The developer and private investors are taking 100% of the financial risk for the project. The \$20 million (primarily from the State) is for the public marina and none of the funds are being used for the private development. The development is being funded through developer cash equity, EB5 investor financing and bank mortgage.

Charlotte Resident

Q: Do you have a view of Phase 1 looking east from Lake Ave.? Also a view looking north from Railroad St.?

A: Additional project elevations are underway.

Charlotte Resident (40 years)

Q: If the condos do not sell at the prices quoted you answered only "Not True" to what will you do with empty buildings. Elaborate. Prove they will not be low income. Also what happens if hotel turns out to not be viable? What will it become?

A: The proposed project will be undertaken in phases as the market permits and supports. This will insure that residential units will not be overbuilt in the port area. Low income housing is typically rental units. This will be a for-sale product, where in the worst case scenario if units sell below asking prices,

they will not sell at a level considered to be low-income. If the hotel does not prove to be viable, the hotel units can easily be converted to condos available for sale at the market rate.

ADDITIONAL RESOURCES RELATING TO THE PORT AND DEVELOPMENT OF PARCEL 1

City Website: <http://www.cityofrochester.gov/portofrochester/>

City Contact (Parcel 1 Development): Steve Golding, 428-6895, gold@cityofrochester.gov

City Contact (Marina/Public Improvements): Mark Gregor, 428-5978, mgregor@cityofrochester.gov

Edgewater Resources Project Website: <http://www.waterfrontrochester.com/>