



**Thursday, October 1, 2015**  
**Upstate MedTech Centre – Suite 107**  
**4:00 PM**

**GCEDC MINUTES**

**Attendance**

Board Members: P. Battaglia, M. Wiater, J. Rizzo, C. Yunker, P. Zeliff

Staff: S. Hyde, L. Farrell, M. Masse, C. Suozzi, E. Richardson, P. Kennett, R. Tabelski

Guests: T. Felton (GGLDC Board Member), W. Hinchey (GGLDC Board Member), S. Noble-Moag (GGLDC Board Member), H. Upson (GGLDC Board Member), R. Gaenzle (Harris Beach), R. Endress (Harris Beach), P. Mrozek (The Daily News), J. Gsell (Genesee County), T. Turnbull (Genesee County Chamber)

Absent: M. Gray, R. Cianfrini

**1.0 Call to Order / Enter Public Session**

P. Battaglia called the meeting to order at 4:00 pm in the Upstate MedTech Centre Innovation Zone conference room.

**1.1 Executive Session**

C. Yunker made a motion to enter into the executive session under the Public Officers Law, Article 7, Open Meetings Law Section 105, at 4:00 pm, for the following reasons:

- To discuss the medical, financial, credit or employment history of a particular person or corporation, or matters leading to the appointment, employment, promotion, demotion, discipline, suspension, dismissal or removal of a particular person or corporation.

The motion was seconded by M. Wiater and approved by all members present.

**1.2 Re-Enter Public Session**

J. Rizzo made a motion to enter back into public session at 5:12 p.m., seconded by C. Yunker and approved by all members present.

**P. Mrozek and T. Turnbull joined the meeting at 5:12pm.**

**2.0 Chairman's Report & Activities**

**2.1 Upcoming Meetings** – P. Battaglia reviewed the upcoming meetings with the Board.

- Next Scheduled Board Meeting: Thursday, October 29<sup>th</sup> at 4:00pm
- STAMP Committee Meeting: Thursday, October 29<sup>th</sup> at 8:00am
- Governance Committee Meeting: Thursday, October 29<sup>th</sup> at 3pm
- Audit & Finance Committee Meeting: Tuesday, October 20<sup>th</sup> at 3:00pm

**2.2 Agenda Additions / Deletions / Other Business** – Nothing at this time.

**2.3 September 3, 2015 Minutes**

**M. Wiater made a motion to approve the September 3, 2015 Minutes; the motion was seconded by J. Rizzo. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
M. Wiater -	Yes	P. Zeliff -	Yes
R. Cianfrini -	Absent	M. Gray -	Absent
J. Rizzo -	Yes		

**The item was approved as presented.**

## **5.0 Governance & Nominating Committee**

**5.1 Uniform Tax Exempt Policy** – J. Rizzo shared that the Governance & Nominating Committee recommends the revised Uniform Tax Exempt Policy for approval.

**J. Rizzo made a motion to approve the Uniform Tax Exempt Policy as presented; the motion was seconded by M. Wiater. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
M. Wiater -	Yes	P. Zelif -	Yes
R. Cianfrini -	Absent	M. Gray -	Absent
J. Rizzo -	Yes		

**The item was approved as presented.**

**5.2 Procurement Policy** – L. Farrell shared that the Governance & Nominating Committee reviewed and recommended the Procurement Policy on July 8<sup>th</sup> and is now coming to the full Board for approval. This policy is reviewed on an annual basis and has no recommended changes.

**J. Rizzo made a motion to approve the Procurement Policy as presented; the motion was seconded by C. Yunker. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
M. Wiater -	Yes	P. Zelif -	Yes
R. Cianfrini -	Absent	M. Gray -	Absent
J. Rizzo -	Yes		

**The item was approved as presented.**

**5.3 Investment Policy** – L. Farrell shared that the Governance & Nominating Committee reviewed and recommended the Investment Policy on July 8<sup>th</sup> and is now coming to the full Board for approval. This policy is reviewed on an annual basis and has no recommended changes.

**C. Yunker made a motion to approve the Investment Policy as presented; the motion was seconded by M. Wiater. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
M. Wiater -	Yes	P. Zelif -	Yes
R. Cianfrini -	Absent	M. Gray -	Absent
J. Rizzo -	Yes		

**The item was approved as presented.**

**5.4 Disposition of Real Property Guidelines** – L. Farrell shared that the Governance & Nominating Committee reviewed and recommended the Disposition of Real Property Guidelines on July 8<sup>th</sup> and is now coming to the full Board for approval. This policy is reviewed on an annual basis and has no recommended changes.

**C. Yunker made a motion to approve the Disposition of Real Property Guidelines as presented; the motion was seconded by P. Zelif. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
M. Wiater -	Yes	P. Zelif -	Yes
R. Cianfrini -	Absent	M. Gray -	Absent
J. Rizzo -	Yes		

**The item was approved as presented.**

### **3.0 Report of Management**

**3.1 Genesee County Chamber of Commerce – Final Resolution No. 10/2015-01** – C. Suozzi introduced Tom Turnbull, President of the Genesee County Chamber of Commerce, who gave a brief overview of the project. C. Suozzi shared that the company would like to purchase an existing building (2,120 sq. ft.) at 8276 Park Road in Batavia, NY for use of its offices as well as the County’s tourism office. The Chamber will renovate the existing building and add a new 560 sq. ft., two story glass structure for a Genesee County Visitors Tourism Center. Currently the Chamber is leasing downtown space that would be put to better use as retail space. Another factor in the relocation of the office is to ensure that visitors coming off of the I-90 will have direct access to the tourism center that will help drive these visitors downtown and to more offerings. The Chamber is a 501(C)6 and subject to taxes, and will not be able to complete this project without the assistance of the GCEDC. The total capital investment will total \$930,000; the company will be retaining 6 jobs and creating 1 new job. The company is seeking assistance from the GCEDC with a sales tax exemption valued at approx. \$40,000, a mortgage tax exemption valued at approx. \$4,875, and a property tax exemption valued at approx. \$26,660 based on the incremental increase in assessed value. An economic impact analysis was done and for every \$1.00 of public benefit, the company invests \$11.40 into the local economy. A public hearing will not be needed as benefits do not exceed \$100,000.

C. Suozzi asked the Board to approve Resolution 10/2015-01.

RESOLUTION OF THE GENESEE COUNTY INDUSTRIAL DEVELOPMENT AGENCY D/B/A GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER (THE "AGENCY") (i) APPOINTING GENESEE COUNTY CHAMBER OF COMMERCE, AS AGENT OF THE AGENCY TO UNDERTAKE A CERTAIN PROJECT, (ii) MAKING A DETERMINATION UNDER ARTICLE 8 OF THE NEW YORK STATE ENVIRONMENTAL CONSERVATION LAW IN CONNECTION WITH THE PROJECT, (iii) PROVIDING FINANCIAL ASSISTANCE TO THE COMPANY IN THE FORM OF (A) A SALES AND USE TAX EXEMPTION FOR PURCHASES AND RENTALS RELATED TO THE ACQUISITION, CONSTRUCTION AND EQUIPPING OF THE PROJECT, (B) A REAL PROPERTY TAX ABATEMENT STRUCTURED THROUGH A TAX AGREEMENT AND (C) AN EXEMPTION FROM NEW YORK STATE AND LOCAL MORTGAGE RECORDING TAXES, (iv) AUTHORIZING THE EXECUTION AND DELIVERY OF AN AGENT AGREEMENT, LEASE AGREEMENT, LEASEBACK AGREEMENT, TAX AGREEMENT AND RELATED DOCUMENTS WITH RESPECT TO THE PROJECT, AND (v) AUTHORIZING THE EXECUTION AND DELIVERY OF A MORTGAGE AND RELATED DOCUMENTS

**P. Zelif made a motion to approve Resolution No. 10/2015-01; the motion was seconded by C. Yunker. Roll call resulted as follows:**

P. Battaglia -	Abstain	C. Yunker -	Yes
M. Wiater -	Yes	P. Zelif -	Yes
R. Cianfrini -	Absent	M. Gray -	Absent
J. Rizzo -	Yes		

**The item was approved as presented.**

**P. Battaglia abstained due to a potential conflict of interest at his place of employment.**

**3.2 Reinhart Enterprises – Final Resolution No. 10/2015-02** - C. Suozzi shared that the company is adding 16,000 sq. ft. of additional warehousing space to their 36 Swan St. facility for a current tenant who has a growing distribution center. The total capital investment is approximately \$600,000; the company will be retaining 14 jobs and creating 6 new jobs. The company is seeking assistance from the GCEDC with a sales tax exemption valued at approx. \$28,800, a mortgage tax exemption valued at approx. \$7,500 and a property tax exemption valued at approx. \$146,160 based on the incremental increase in assessed value. An economic impact analysis was done and for every \$1.00 of public benefit, the company invests approx. \$11.30 into the local economy. A public hearing was held on September 23, 2015 an no comments from the public were received.

C. Suozzi asked the Board to approve Resolution No. 10/2015/02.

RESOLUTION OF THE GENESEE COUNTY INDUSTRIAL DEVELOPMENT AGENCY D/B/A GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER (i) MAKING A DETERMINATION WITH RESPECT TO THE REINHART ENTERPRISES, INC. PROJECT PURSUANT TO SEQRA (AS HEREINAFTER DEFINED), (ii) AUTHORIZING THE NEGOTIATION, EXECUTION AND DELIVERY OF AN AGENT AGREEMENT, LEASE AGREEMENT, LEASEBACK AGREEMENT, TAX AGREEMENT AND RELATED DOCUMENTS; (iii) AUTHORIZING FINANCIAL ASSISTANCE TO REINHART ENTERPRISES, INC. (THE "COMPANY") IN THE FORM OF (A) A SALES AND USE

TAX EXEMPTION FOR PURCHASES AND RENTALS RELATED TO THE ACQUISITION, CONSTRUCTION AND EQUIPPING OF THE PROJECT, (B) A REAL PROPERTY TAX ABATEMENT STRUCTURED THROUGH A TAX AGREEMENT AND (C) AN EXEMPTION FROM THE NEW YORK STATE MORTGAGE RECORDING TAX; AND (iv) AUTHORIZING THE EXECUTION AND DELIVERY OF A MORTGAGE AND RELATED DOCUMENTS.

**C. Yunker made a motion to approve Resolution No. 10/2015-02; the motion was seconded by C. Yunker. Roll call resulted as follows:**

P. Battaglia -	Abstain	C. Yunker -	Yes
M. Wiater -	Yes	P. Zelif -	Yes
R. Cianfrini -	Absent	M. Gray -	Absent
J. Rizzo -	Yes		

**The item was approved as presented.**

**P. Battaglia abstained due to a potential conflict of interest at his place of employment.**

**3.3 Batavia Pathway to Prosperity Strategy Meeting** – S. Hyde shared that he’s been working with the City of Batavia on strategy using Pilot Increment Financing (PIF) to focus on the redevelopment of dilapidated areas in downtown Batavia. A full review of that strategy will be reviewed at the City council meeting on Tuesday, October 13<sup>th</sup> at 7:00pm.

#### **4.0 Audit & Finance Committee**

**4.1 August 2015 Financial Statements** – C. Yunker shared that the financial statements were reviewed by the Audit and Finance Committee on September 28, 2015. The most significant item was the change in cash due to a land sale at Apple Tree Acres. Lezlie noted all expenditures are in line with the budget, except as noted.

C. Yunker shared that the Audit & Finance Committee recommends approval of the August 2015 Financial Statements.

**C. Yunker made a motion to approve the August 2015 Financial Statements; the motion was seconded by P. Zelif. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
M. Wiater -	Yes	P. Zelif -	Yes
R. Cianfrini -	Absent	M. Gray -	Absent
J. Rizzo -	Yes		

**The item was approved as presented.**

**4.2 GCEDC 1+3 Budget** – C. Yunker shared that the GCEDC 1+3 Budget was reviewed by the Audit & Finance Committee on September 28, 2015. They reviewed the budget for next year and the following three years after that. L. Farrell shared that a 3% increase was applied for most line items for 2017-2019, unless otherwise noted. This is simply a forecast and not a formal approval of the budgets for years 2017-2019. This information will be entered into PARIS (Public Authorities Reporting Information System).

C. Yunker shared that the Audit & Finance Committee recommends approval of the GCEDC 1+3 Budget.

**C. Yunker made a motion to approve the GCEDC 1+3 Budget as presented; the motion was seconded by P. Zelif. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
M. Wiater -	Yes	P. Zelif -	Yes
R. Cianfrini -	Absent	M. Gray -	Absent
J. Rizzo -	Yes		

**The item was approved as presented.**

**4.3 iPad Purchase for Paperless Board Meetings** – C. Yunker shared that on September 28, 2015 the Audit & Finance committee reviewed some options for purchasing and providing iPads to Board members to start the move towards paperless board meetings.

C. Yunker shared that the Audit & Finance Committee recommends approval of the purchase of iPads not to exceed \$7,000.

**C. Yunker made a motion to approve the iPad Purchase for Paperless Board Meetings as presented; the motion was seconded by J. Rizzo. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
M. Wiater -	Yes	P. Zelif -	Yes
R. Cianfrini -	Absent	M. Gray -	Absent
J. Rizzo -	Yes		

**The item was approved as presented.**

**4.4 Lease Rates for 2016** – P. Battaglia shared that the Audit & Finance committee reviewed lease rates for agricultural leases for 2016.

P. Battaglia shared that the Audit & Finance Committee recommends approval of a lease rate of \$60.00 per acre for CY Farms, Stein Farms, Norm Geiss and Del Mar Farms, and a lease rate of \$3.50 per acre for Lamb Farms as set forth in the option agreement.

**P. Zelif made a motion to approve the Lease Rates for 2016 as presented; the motion was seconded by J. Rizzo. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Abstain
M. Wiater -	Yes	P. Zelif -	Yes
R. Cianfrini -	Absent	M. Gray -	Absent
J. Rizzo -	Yes		

**The item was approved as presented.**

**C. Yunker abstained due to a potential conflict of interest at his place of employment.**

## **6.0 STAMP Committee**

**6.1 Nothing at this time.**

## **7.0 Other Business**

**7.1 Nothing at this time.**

## **8.0 Adjournment**

As there was no further business, J. Rizzo made a motion to adjourn at 5:33 p.m., which was seconded by C. Yunker and passed unanimously