GCEDC Board Meeting  
Thursday, October 6, 2022  
Location: 99 MedTech Drive, Innovation Room  
4:00 PM

GCEDC MINUTES

Attendance  
Board Members: C. Yunker, P. Battaglia, C. Kemp, P. Zeliff, M. Gray, M. Clattenburg  
Guests: D. Cunningham (GGLDC Board Member), J. Tretter (GGLDC Board Member), S. Noble-Moag (GGLDC Board Member), T. Felton (GGLDC Board Member), K. Loewke (Loewke Brill/Video Conference), B. Quinn (Daily News), A. Kaus (Video News Service), Jayesh Patel/Jatin Patel/Ari Dholalde/Raj Patel/Preycsh Paravadia (8250 Park Road, LLC), Reagan Kemp  
Absent: T. Bender

1.0 Call to Order

P. Zeliff called the meeting to order at 4:01 p.m. in the Innovation Zone.

Presentation – 8250 Park Road, LLC is seeking to purchase and renovate the former Quality Inn & Suites and Palm Island Indoor Water Park on Park Road in the Town of Batavia. The $12 million project will enable the company to upgrade the hotel rooms, lobby, event spaces, water park, and restaurant, as well as add 38 full-time equivalent positions.

B. Quinn (Daily News), A. Kaus (Video News Service), Jayesh Patel, Jatin Patel, Ari Dholalde, Raj Patel, and Preycsh Paravadia (8250 Park Road LLC) left the meeting at 4:10 p.m.

1.1 Enter Executive Session

P. Battaglia made a motion to enter executive session under the Public Officers Law, Article 7, Open Meetings Law Section 105, at 4:10 p.m. for the following reasons:

1. 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.
2. Discussions regarding proposed, pending, or current litigation.

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

K. Loewke left the meeting at 4:22 p.m.

1.2 Enter Public Session

P. Battaglia made a motion to enter back into public session at 5:06 p.m., seconded by M. Gray and approved by all members present.
2.0 Chairman’s Report & Activities

2.1 Upcoming Meetings:
   Next Scheduled Board Meeting: Thursday, October 27th at 4:00 p.m.
   Audit & Finance Committee Meeting: Tuesday, October 25th at 8:30 a.m.
   STAMP Committee Meeting: Wednesday, October 26th at 8:00 a.m.

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

2.3 Minutes: September 1, 2022

M. Clattenburg made a motion to accept the minutes from September 1, 2022; the motion was seconded by P. Battaglia. Roll call resulted as follows:

   P. Battaglia - Yes          C. Yunker - Yes
   T. Bender - Absent         P. Zeliff - Yes
   M. Clattenburg - Yes       M. Gray - Yes
   C. Kemp - Yes

The item was approved as presented.

3.0 Report of Management

3.1 8250 Park Rd. LLC – Initial Resolution – 8250 Park Rd, LLC is seeking to purchase, renovate, and modernize the former Quality Inn & Suites and Palm Island Indoor Water Park on Park Road in the Town of Batavia.

The $12 million project will enable the company to significantly upgrade the building exterior, and fully upgrade the interior hotel rooms, lobby, event spaces, restaurant, and improvements to the hotel’s water park, a significant tourism draw. The project plans to create 38 FTE’s and retain 4.5 FTE’s from the former hotel.

The company is requesting assistance from the GCEDC with a sales tax exemption estimated at $458,400, a property tax abatement estimated at $406,000 based on incremental increase in assessed value via new traditional PILOT, and a mortgage tax exemption estimated at $80,000.

The Agency is allowed to authorize up to $100,000 without holding a public hearing. This resolution authorizes a mortgage tax exemption of a not to exceed amount of $80,000 to the company. No financial assistance exceeding $100,000 will be provided to the company until a public hearing has been held.

Resolution No. 10/2022 - 01

RESOLUTION OF THE GENESEE COUNTY INDUSTRIAL DEVELOPMENT AGENCY D/B/A GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER (THE “AGENCY”) (i) ACCEPTING AN APPLICATION OF 8250 PARK RD LLC WITH RESPECT TO A CERTAIN PROJECT (THE “PROJECT”), (ii) AUTHORIZING A PUBLIC HEARING WITH RESPECT TO THE PROJECT, (iii) MAKING A DETERMINATION UNDER ARTICLE 8 OF THE NEW YORK STATE ENVIRONMENTAL CONSERVATION LAW IN CONNECTION WITH THE
PROJECT, (iv) DESCRIBING THE FORMS OF FINANCIAL ASSISTANCE BEING
CONTEMPLATED BY THE AGENCY WITH RESPECT TO THE PROJECT, AND (v)
AUTHORIZING THE EXECUTION AND DELIVERY OF A LEASE AGREEMENT,
LEASEBACK AGREEMENT, MORTGAGE AND RELATED DOCUMENTS WITH RESPECT
TO THE PROJECT; PROVIDED THAT NO FINANCIAL ASSISTANCE EXCEEDING
$100,000.00 SHALL BE PROVIDED TO THE COMPANY UNTIL SUCH TIME AS THE
AGENCY HAS HELD A PUBLIC HEARING.

See the Statement of Compliance of Project Criteria listed in the Uniform Tax Exemption Policy (UTEP),
attached to the minutes for additional Project details and Board approvals.

C. Yunker briefly left the meeting at 5:10 p.m. and returned at 5:12 p.m. He did not vote on Criteria #1 -
#4 on the UTEP.

P. Battaglia made a motion to accept Initial Resolution #10/2022-01, 1) accepting the application,
2) authorizing the scheduling of a public hearing and 3) authorizing a mortgage tax exemption in
an amount not to exceed $80,000; the motion was seconded by C. Yunker. Roll call resulted as
follows:

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<td>M. Gray</td>
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The item was approved as presented.

3.2 Yellowtail Energy, LLC – Authorizing Resolution - In Plug Power’s original application, all that was
specified was the construction of the hydrogen facility, which was the subject of the Initial Resolution and
Final Resolution, dated March 4, 2021 and March 25, 2021, respectively. The Board then approved the
supplemental resolution authorizing the amended project scope (to add the substation) and increased
sales tax exemption benefits.

The GCEDC was informed by the company and their team that the substation project would be
undertaken by an entity separate from Plug Project Holding Co., LLC and requested these projects be
treated separately. As such, Harris Beach went ahead and prepared a second set of sales tax documents
to cover the substation project (which the Yellowtail entity would technically be appointed as primary
agent).

A simple amendment to the documents is unlikely, given the Plug team will further want to amend other
provisions of the document. There has been a draft Project Agreement in circulation for the substation
project that is almost in final form. The easiest way to resolve this would be to just treat these as two
separate projects, finalize the sales tax documents that are currently in circulation and close on the
substation portion under this separate company.

**Fund Commitment:** None.
RESOLUTION OF THE GENESEE COUNTY INDUSTRIAL DEVELOPMENT AGENCY
D/B/A GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER (THE "AGENCY") (i)
APPOINTING THE COMPANY AS AGENT OF THE AGENCY, (ii) MAKING A
DETERMINATION WITH RESPECT TO THE SUBSTATION PROJECT PURSUANT TO
SEQRA, (iii) AUTHORIZING FINANCIAL ASSISTANCE TO THE COMPANY IN THE FORM
OF A SALES AND USE TAX EXEMPTION FOR PURCHASES AND RENTALS RELATED
TO THE ACQUISITION, CONSTRUCTION, RECONSTRUCTION, RENOVATION AND
EQUIPPING OF THE PROJECT, (iv) AUTHORIZING THE NEGOTIATION, EXECUTION
AND DELIVERY OF A PROJECT AGREEMENT AND RELATED DOCUMENTS, AND (v)
RATIFYING AND CONFIRMING THE FINDINGS OF THE AGENCY MADE IN THE
RESOLUTIONS PREVIOUSLY ADOPTED BY THE AGENCY ON MARCH 4, 2021, MARCH
25, 2021, AND JUNE 3, 2021

P. Battaglia made a motion to accept Authorizing Resolution #10/2022-02, accepting the incentives as presented; the motion was seconded by M. Clattenburg. Roll call resulted as follows:

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<td>M. Gray</td>
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The item was approved as presented.

3.3 GLOW With Your Hands Update – C. Suozzi provided a brief recap of the GLOW With Your Hands event held on September 27, 2022 and shared a video with the Board highlighting the day’s activities. Approximately 1,000 students attended and over 65 businesses were represented at the event, which is the largest assembly to date.

3.4 Tax Base Analysis Presentation – The presentation was included with the meeting materials provided to Board members; however, due to time constraints, staff did not discuss the tax base analysis.

4.0 Audit & Finance Committee

4.1 August 2022 Financial Statements - L. Farrell reviewed the August 2022 financial statements with the Board. The following was noted:

- On the balance sheet, restricted cash increased. We received the final tranche of funds related to the $8M grant award from Empire State Development (ESD). Unearned revenue increased for the same reason.
- We received the project origination fee from the OATKA Project that closed in August.

The financial statements were reviewed in detail by the Committee and are recommended for approval.

M. Gray made a motion to approve the August 2022 Financial Statements as presented; the motion was seconded by M. Clattenburg. Roll call resulted as follows:

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<td>M. Gray</td>
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The item was approved as presented.

4.2 2023 GCEDC 1+3 Budget - The GCEDC 1+3 budget was included with the meeting materials. The 2023 Budget was approved at the last Board meeting. The budget was then extended another 3 years. The 1+3 Budget must be entered into the NYS Public Authorities Reporting Information System (PARIS) online. It was noted that most line items show a 3% increase year over year. The line items with an asterisk are those that could be estimated more accurately as more information was available or schedules were utilized. L. Farrell noted that the asterisk for Line 23 should be removed.

P. Battaglia noted that given current market conditions, an estimated 3% increase year over year may not be sufficient. L. Farrell stated that this is simply a forecast and not a formal approval of the budgets for years 2024-2026.

This was recommended for approval by the Committee.

M. Gray made a motion to approve the GCEDC 1+3 Budget as presented; the motion was seconded by M. Clattenburg. Roll call resulted as follows:

- P. Battaglia - Yes
- T. Bender - Absent
- M. Clattenburg - Yes
- C. Kemp - Yes
- C. Yunker - Yes
- P. Zeliff - Yes
- M. Gray - Yes

The item was approved as presented.

4.3 2023 General Cleaning Services – During 2022, staff reached out to four cleaning companies to obtain quotes for 2023 cleaning services. Commercial Cleaning Services of WNY, Inc., the current company being used, has been offering a competitive price and we are satisfied with the services.

Fund Commitment: Up to $6,000 plus reimbursement for supplies; included in the 2023 GCEDC Budget.

This was recommended for approval by the Committee.

M. Gray made a motion to approve the 2023 Commercial Cleaning Services contract not to exceed $6,000, plus reimbursement for supplies as presented; the motion was seconded by M. Clattenburg. Roll call resulted as follows:

- P. Battaglia - Yes
- T. Bender - Absent
- M. Clattenburg - Yes
- C. Kemp - Yes
- C. Yunker - Yes
- P. Zeliff - Yes
- M. Gray - Yes

The item was approved as presented.
4.4 Land Lease Rates – M. Masse presented the proposed schedule for the land lease rates that was included with the meeting materials. M. Masse commented that C. Yunker stated that the rates were a little low but in line with the national average.

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<tr>
<th>Location</th>
<th>Term</th>
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<tr>
<td>Apple Tree Acres</td>
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<td>Oatka Hills</td>
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<td>STAMP</td>
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<td>$3.35</td>
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**Fund commitment:** None.

This was recommended for approval by the Committee.

M. Gray made a motion to approve the Land Lease Rates for 2023 as presented; the motion was seconded by P. Battaglia. Roll call resulted as follows:

- P. Battaglia - Yes
- T. Bender - Absent
- M. Clattenburg – Yes
- C. Kemp - Yes
- C. Yunker - Yes
- P. Zeliff - Yes
- M. Gray - Yes

The item was approved as presented.

5.0 Governance & Nominating Committee – C. Yunker

5.1 Nothing at this time.

6.0 STAMP Committee – P. Zeliff

6.1 Second Amendment to MOU with NCWD – In March of 2019 the GCEDC and the NCWD approved a proposal from Wendel Engineering (NCWD’s engineer) to complete the design, engineering, permitting
and identification of rights of way to be able to supply up to 6 MGD to the Genesee-Niagara County line, as well as the legal expenses of their attorney (Seaman Norris) in connection with the proposal. Wendel and Seaman Norris have provided proposals to the NCWD on the costs associated with securing the necessary easements for the 6 MGD water supply project.

**Fund Commitment:** Not to exceed $81,750 ($36,750 for Wendel and $45,000 for Seaman Norris) from the $8 million NYS award.

This item was recommended for approval by the Committee.

**P. Zeliff made a motion approve the Second Amendment to the MOU with NCWD not to exceed $81,750 as presented; the motion was seconded by M. Gray.** Roll call resulted as follows:

- P. Battaglia - Yes
- T. Bender - Absent
- M. Clattenburg - Yes
- C. Kemp - Yes
- C. Yunker - Yes
- P. Zeliff - Yes
- M. Gray - Yes

The item was approved as presented.

6.2 Consultant Evaluation of TCP Issues – As part of the STAMP development and the neighboring Tonawanda Seneca Nation, in accordance with Section 106 for the wetland permits, the GCEDC is working with the Tonawanda Seneca Nation on an assessment of the TCP potentials as it relates to the criteria for eligibility of listing on the National Historic Register. KTA Preservation Specialists has prepared a proposal to prepare an assessment of any potential impacts to the Nation from the construction of a proposed development on the STAMP site.

**Fund commitment:** Not to exceed $1,440 included in the $33 million NYS award.

This item was recommended for approval by the Committee.

**P. Zeliff made a motion to approve the Consultant contract with KTA Preservation Specialists for evaluation of TCP issues not to exceed $1,440 as presented; the motion was seconded by M. Clattenburg.** Roll call resulted as follows:

- P. Battaglia - Yes
- T. Bender - Absent
- M. Clattenburg - Yes
- C. Kemp - Yes
- C. Yunker - Yes
- P. Zeliff - Yes
- M. Gray - Yes

The item was approved as presented.

6.3 Genesee County Water Supply Agreement – In March of 2017 the GCEDC entered into a water supply agreement with Genesee County to supply STAMP with water. The GCEDC may pursue supplies outside of Genesee County once it becomes technically and economically unfeasible for the County to provide the quantities needed. If there are users at STAMP who are non-manufacturing companies, there is a 10% surcharge that MCWA will require Genesee County to pay them.

There is a clause in the agreement that allows for the GCEDC to transfer the Water Supply
Agreement to a water works corporation that is formed under NYS Transportation Corporation law. This assignment requires the GCEDC to notify the County.

**Fund Commitment:** None.

This item was recommended for approval by the Committee.

**P. Zeliff** made a motion to approve the assignment of the Water Supply Agreement with Genesee County to the STAMP Water Works Corp. as presented; the motion was seconded by P. Battaglia. Roll call resulted as follows:

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The item was approved as presented.

**6.4 Payment for Storage Yard** – In conjunction with the installation of the force main from the STAMP site to the direct discharge point at Oak Orchard Creek, the GCEDC had to extend the rental agreement for the storage of pipes until we can begin construction with the issuance of NYSDEC permits.

**Fund Commitment:** $4,000 from the $33 million NYS award.

This item was recommended for approval by the Committee.

**P. Zeliff** made a motion to approve the Payment for the Storage Yard in the amount of $4,000 to the landowner as presented; the motion was seconded by C. Yunker. Roll call resulted as follows:

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The item was approved as presented.

**6.5 Title Fee on Filing Easement for National Grid Powerline Re-Route** – In connection with the filing of the new easement for the power line reroute for National Grid, there is a title fee payment that needs to be made. This is a cost of the project as stipulated in the signed Cost Reimbursement Agreement that the GCEDC needs to pay. The title fee is based on the value of the improvements within the easement to protect National Grid in case another party tries to claim title to the property.

**Fund Commitment:** $25,620 from the $33 million NYS award.

This was recommended for approval by the Committee.
P. Zeliff made a motion to approve the title fee in the amount of $25,620.00 as presented; the motion was seconded by C. Yunker. Roll call resulted as follows:

P. Battaglia - Yes
T. Bender - Absent
M. Clattenburg - Yes
C. Kemp - Yes

C. Yunker - Yes
P. Zeliff - Yes
M. Gray - Yes

The item was approved as presented.

6.6 Phillips Lytle Legal Services – Phillips Lytle has prepared a proposal to cover the scope of work for the remainder of 2022 as it relates to Tech Team support for the off-site sewer permitting and wetland permitting, the wastewater treatment facility permitting, and force main installation.

Fund Commitment: Not to exceed $185,000 to be included in the $8 million NYS award.

This was recommended for approval by the Committee.

P. Zeliff made a motion to approve the Phillips Lytle proposal to cover the scope of work for the remainder of 2022 not to exceed $185,000 as presented; the motion was seconded by P. Battaglia. Roll call resulted as follows:

P. Battaglia - Yes
T. Bender - Absent
M. Clattenburg - Yes
C. Kemp - Yes

C. Yunker - Yes
P. Zeliff - Yes
M. Gray - Yes

The item was approved as presented.

6.7 Amended SEQR for STAMP for Modified Part 182 Permit - On March 1, 2012, as Lead Agency under SEQR, the GCEDC Board approved the Findings Statement that concluded the GEIS process for the STAMP project. Since that time, there have been several changes to STAMP that weren’t anticipated at the time SEQR was completed in 2016. Changes to the Project included modifications to the STAMP master plan including an expansion of the footprint of STAMP, demolition of additional houses along Crosby Road, construction of a new municipal water system to serve the residents of the Town of Alabama, and construction of a new sewer force main to discharge wastewater from STAMP to the Village of Medina wastewater treatment plant, twelve miles north of the STAMP Site, as well as the reroute of on-site powerlines to the western edge of the STAMP Site. In July of 2016 the Agency adopted an Amended Findings Statement to the GEIS approving the 2016 Project Modifications in accordance with the requirements of the GEIS and SEQR; and in August of 2019, the Agency again considered certain infrastructure modifications to the Project and the Agency circulated a notice of intent to re-establish itself as lead agency pursuant to SEQR; and there were additional Project modifications reviewed in 2019, 2020 and 2022 including all actions necessary to undertake the following:

Having considered the Environmental Information, STAMP Environmental Record, and having considered the relevant environmental impacts, associated with continuing construction of the Powerline Reroute past November 1st, and having weighed and balanced the relevant impacts with social, economic and other considerations, the Agency recertifies that the requirements of 6 N.Y.C.R.R. Part 617 have been met; and Consistent with the social, economic and other essential considerations from among the
reasonable alternatives available, the Project remains one which avoids or minimizes adverse environmental effects to the maximum extent practicable, and that adverse environmental impacts will be avoided or minimized to the maximum extent practicable by incorporating as conditions to the decision those mitigative measures which were identified as practicable.

**Fund commitment:** None.

This was recommended for approval by the Committee.

**P. Zeliff** made a motion to approve the resolution as an amended negative declaration pursuant to and in accordance with SEQRA as presented; the motion was seconded by C. Yunker. Roll call resulted as follows:

- P. Battaglia - Yes
- T. Bender - Absent
- M. Clattenburg - Yes
- C. Kemp - Yes
- C. Yunker - Yes
- P. Zeliff - Yes
- M. Gray - Yes

The item was approved as presented.

7.0 **Employment & Compensation – T. Bender**

7.1 Nothing at this time.

8.0 **Housing Committee – P. Battaglia**

8.1 Nothing at this time.

9.0 **Other Business**

9.1 Nothing at this time.

10.0 **Adjournment**

As there was no further business, C. Yunker made a motion to adjourn at 5:28 p.m., which was seconded by P. Battaglia and passed unanimously.
Project Name: 8250 Park Rd, LLC

Board Meeting Date: October 6, 2022

STATEMENT OF COMPLIANCE OF PROJECT CRITERIA LISTED IN UNIFORM TAX EXEMPTION POLICY (UTEPI)

PROJECT DESCRIPTION:

8250 Park Rd, LLC is seeking to purchase, renovate, and modernize the former Quality Inn & Suites and Palm Island Indoor Water Park on Park Road in the Town of Batavia.

The $12 million project will enable the company to significantly upgrade the building exterior, and fully upgrade the interior hotel rooms, lobby, event spaces, restaurant, and improvements to the hotel’s water park, a significant tourism draw. The project pledges to create 38 FTE’s and retain 4.5 FTE’s.

The company is requesting assistance from the GCEDC with a sales tax exemption estimated at $458,400, a property tax abatement estimated at $659,521 based on incremental increase in assessed value via new traditional PILOT, and a mortgage tax exemption estimated at $80,000.

Criteria #1 – The Project pledges to create and/or retain quality, good paying jobs in Genesee County.

Project details: The project is planning on creating 38 direct jobs and retaining 4.5 direct jobs between $30,000-35,000 annual salary plus benefits.

Board Discussion: None.

P. Battaglia made a motion to concur with Criteria #1; the motion was seconded by M. Gray. Roll call resulted as follows:

P. Battaglia - Yes
T. Bender - Absent
M. Clattenburg - Yes
C. Kemp - Yes
C. Yunker - Absent
P. Zeliff - Yes
M. Gray - Yes

The item was approved as presented.

Board Concurrence: YES NO If no, state justification:

Criteria #2- Completion of the Project will enhance the long-term tax base and/or make a significant capital investment.
Project details: The hotel is located along the thruway and is the gateway to our community/tourism center. It has been in decline for several years. Thus, the investment into this property will enhance the long-term tax base with an investment of $12,000,000.

Board Discussion: None.

M. Gray made a motion to concur with Criteria #2; the motion was seconded by C. Kemp. Roll call resulted as follows:

- P. Battaglia - Yes
- T. Bender - Absent
- M. Clattenburg - Yes
- C. Kemp - Yes
- C. Yunker - Absent
- P. Zeliff - Yes
- M. Gray - Yes

The item was approved as presented.

Board Concurrence: **YES**  NO  If no, state justification:

Criteria #3: The Project will contribute towards creating a “livable community” by providing a valuable product or service that is underserved in Genesee County.

Project details: The project is significant to upgrading the facility as a main “gateway”, in addition the indoor water park and increased in event space is valuable to our community.

Board Discussion: None.

M. Clattenburg made a motion to concur with Criteria #3; the motion was seconded by P. Battaglia. Roll call resulted as follows:

- P. Battaglia - Yes
- T. Bender - Absent
- M. Clattenburg - Yes
- C. Kemp - Yes
- C. Yunker - Absent
- P. Zeliff - Yes
- M. Gray - Yes

The item was approved as presented.

Board Concurrence: **YES**  NO  If no, state justification:

Criteria #4: The Board will review the Agency’s Fiscal and Economic Impact analysis of the Project to determine if the Project will have a meaningful and positive impact on Genesee County. This calculation will include the estimated value of any tax exemptions to be provided along with the estimated additional sources of revenue for municipalities and school districts that the proposed project may provide.
The Fiscal impacts (discounted value) on Local Benefits totals $27,775,818 ($24,102,924 in payroll and $3,672,895 to the public in tax revenues). See attached MRB Cost Benefit Calculator.

Project details: For every $1 of public benefit the company is investing $32 into the local economy

Board Discussion: None.

P. Battaglia made a motion to concur with Criteria #4; the motion was seconded by M. Gray. Roll call resulted as follows:

- P. Battaglia - Yes
- T. Bender - Absent
- M. Clattenburg - Yes
- C. Kemp - Yes
- C. Yunker - Absent
- P. Zeliff - Yes
- M. Gray - Yes

The item was approved as presented.

Board Concurrence: YES NO If no, state justification:

Criteria #5: The Project is included in one of the Agency’s strategic industries: Agri-Business and Food Processing, Manufacturing, Advanced Manufacturing and Nano-Enabled Manufacturing, Life Sciences and Medical Device.

Project details: N/A

Board Discussion: None.

Criteria #6: The Project will give a reasonable estimated timeline for the completion of the proposed project.

Project details: The project is planning to begin construction in Winter 2022 and be operational by Summer of 2023.

Board Discussion: None.

M. Clattenburg made a motion to concur with Criteria #6; the motion was seconded by P. Battaglia. Roll call resulted as follows:

- P. Battaglia - Yes
- T. Bender - Absent
- M. Clattenburg - Yes
- C. Kemp - Yes
- C. Yunker - Yes
- P. Zeliff - Yes
- M. Gray - Yes

The item was approved as presented.

Board Concurrence: YES NO If no, state justification: