



**Thursday, August 3, 2017
Upstate MedTech Centre – Innovation Zone
3:00 PM**

GCEDC MINUTES

Attendance

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

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

Guests: T. Felton (GGLDC Board Member), H. Upson (GGLDC Board Member), S. Noble-Moag (GGLDC Board Member), G. Torrey (GGLDC Board Member), R. Gaenzle (Harris Beach), J. Krencik (The Daily News), Evan Gallina (Gallina Development), Matt Squires (Manning Squires), Kevin Hayes (Savarino), Pier Cipollone (BDC), Steve Pies (BDC), Wesley Bedford (BDC), Julie Pacatte (BDC)

Absent: M. Gray

1.0 Call to Order

P. Battaglia called the meeting to order at 3:00 p.m. in the Upstate MedTech Centre Innovation Zone conference room.

1.1 Enter Executive Session

P. Zeliff made a motion to enter executive session under the Public Officers Law, Article 7, Open Meetings Law Section 105, at 3:00 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. The proposed acquisition, sale or lease of real property or the proposed acquisition of securities, or sale or exchange of securities held by such public body, but only when publicity would substantially affect the value thereof.

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

The staff was asked to leave the room at 3:20 p.m.

1.2 Enter Public Session

C. Yunker made a motion to enter back into public session at 3:30 p.m., seconded by J. Rizzo and approved by all members present.

The staff rejoined the meeting at 3:30 p.m.

J. Krencik (The Daily News), Evan Gallina (Gallina Development), Matt Squires (Manning Squires), Kevin Hayes (Savarino), Pier Cipollone (BDC), Steve Pies (BDC), Wesley Bedford (BDC), Julie Pacatte (BDC) joined the meeting at 3:30 p.m.

2.0 Chairman's Report & Activities

2.1 Upcoming Meetings – P. Battaglia reviewed the upcoming meeting dates with the Board.

Next Scheduled Board Meeting: Thursday, September 7th at 4:00pm

Audit & Finance Committee Meeting: Tuesday, September 5th at 8:30am

STAMP Committee Meeting: Tuesday, September 5th at 8:30am

Potential Governance & Nominating Committee Meeting: Thursday, September 7th at 3:00pm

2.2 Agenda Additions / Deletions / Other Business – J. Rizzo asked the Board to add items 5.7 GCEDC Vice Chair Appointment and 5.8 GGLDC Board Member Appointment to the agenda. M. Wiater asked the Board to add item 7.1 CEO Employment Contract to the agenda.

M. Wiater made a motion to approve the agenda additions as presented; the motion was seconded by J. Rizzo. Roll call resulted as follows:

P. Battaglia - Yes
M. Wiater - Yes
M. Davis - Yes
J. Rizzo - Yes

C. Yunker - Yes
P. Zelif - Yes
M. Gray - Absent

The item was approved as presented.

2.3 Minutes: June 27, 2017 and July 11, 2017

P. Zelif made a motion to approve the June 27, 2017 and July 11, 2017 Meeting Minutes as presented; the motion was seconded by C. Yunker. Roll call resulted as follows:

P. Battaglia - Yes
M. Wiater - Yes
M. Davis - Yes
J. Rizzo - Yes

C. Yunker - Yes
P. Zelif - Yes
M. Gray - Absent

The item was approved as presented.

3.0 Report of Management

3.1 Ellicott Station (Savarino) – Final Resolution – P. Cipollone (BDC) wished to thank the GCEDC Board for their consideration of this project. There has been a lot of collaboration between the different entities involved in this project and he is looking forward to the development.

K. Hayes thanked the GCEDC Board for this opportunity. He is looking forward to getting this project started and is grateful for being a part of such a supportive community.

C. Suozzi shared that the Ellicott Station project is the adaptive reuse of an environmentally contaminated site in downtown Batavia, NY. The project includes the renovation of an existing 8,800 sq. ft. building into a locally themed restaurant and production brewhouse as well as the construction of a combined 64,300 sq. ft. of mixed-use building featuring an anticipated 16,300 sq. ft. of professional office and business space and 48 modern market rate apartments.

The company is planning to invest approx. \$17.6M and create 60 jobs. They are asking for assistance from the GCEDC with a sales tax exemption valued at approx. \$897,293, a mortgage tax exemption valued at approx. \$128,232 and a property tax abatement valued at approx. \$537,398. Because incentives are valued at more than \$100,000 a public hearing was held. There were no public comments made at the public hearing.

The Board reviewed the Statement of Compliance of Project Criteria. See 'Attachment A'.

P. Battaglia thanked Savarino for all their hard work. He is excited about this project as it is a great thing for the City and the County.

C. Suozzi asked the Board to approve Resolution No. 08/2017-01, authorizing financial assistance benefits to Ellicott Station.

Resolution No. 08/2017-01

RESOLUTION OF THE GENESEE COUNTY INDUSTRIAL DEVELOPMENT AGENCY D/B/A GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER (i) MAKING A DETERMINATION WITH RESPECT TO THE ELLICOTT STATION DEVELOPMENT LLC PROJECT PURSUANT TO SEQRA, (ii) AUTHORIZING THE NEGOTIATION, EXECUTION AND DELIVERY OF AN AGENT, FINANCIAL ASSISTANCE AND PROJECT AGREEMENT, LEASE AGREEMENT, LEASEBACK AGREEMENT, TAX AGREEMENT AND RELATED DOCUMENTS; (iii) AUTHORIZING FINANCIAL ASSISTANCE TO ELLICOTT STATION DEVELOPMENT LLC (THE "COMPANY") IN THE FORM OF (A) A SALES AND USE TAX EXEMPTION FOR PURCHASES AND RENTALS RELATED TO THE ACQUISITION, CONSTRUCTION, RECONSTRUCTION, RENOVATION AND EQUIPPING OF THE PROJECT, (B) A REAL PROPERTY TAX ABATEMENT STRUCTURED THROUGH A TAX AGREEMENT, AND (C) A MORTGAGE RECORDING TAX EXEMPTION AS AUTHORIZED BY NEW YORK STATE LAW; AND (iv) AUTHORIZING THE EXECUTION AND DELIVERY OF A MORTGAGE AND RELATED DOCUMENTS.

P. Zeliff made a motion to approve Ellicott Station (Savarino) – Final Resolution No.08/2017-01 as presented; the motion was seconded by M. Wiater. Roll call resulted as follows:

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

The item was approved as presented.

Kevin Hayes (Savarino), Pier Cipollone (BDC), Steve Pies (BDC), Wesley Bedford (BDC), Julie Pacatte (BDC) left the meeting at 3:40 p.m.

3.2 Gallina Development – Initial Resolution – C. Suozzi shared that the newly formed company, Gateway GS, LLC, is planning on beginning to build a 25,000-sq. ft. shell of spec building at Gateway II (to the south of Ashley Furniture). This will be Phase 1 of 5. The building will be engineered as a shell so that prospective tenants, who will ultimately lease the space, will control the buildout. This type of development is more flexible than fitting out the entire building at the on-set and is more attractive to prospective tenants. The tenants that this type of building will attract include warehousing, distribution, light manufacturing, technology and office space tenants.

The company is planning to invest approx. \$2.6M. They are asking for assistance from the GCEDC with a sales tax exemption valued at approx. \$76,800 and a property tax abatement valued at approx. \$62,975. Because incentives are valued at more than \$100,000 a public hearing will be held.

C. Suozzi asked the Board to approve Resolution No. 08/2017-02, accepting the application and authorizing a public hearing.

Resolution No. 08/2017-02

RESOLUTION OF THE GENESEE COUNTY INDUSTRIAL DEVELOPMENT AGENCY D/B/A GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER (THE "AGENCY") (i) ACCEPTING THE APPLICATION OF GATEWAY GS, LLC WITH RESPECT TO A CERTAIN PROJECT, (ii) AUTHORIZING A PUBLIC HEARING WITH RESPECT TO THE PROJECT,

AND (iii) DESCRIBING THE FORMS OF FINANCIAL ASSISTANCE BEING CONTEMPLATED BY THE AGENCY WITH RESPECT TO THE PROJECT

P. Zeliff made a motion to approve Gallina Development. (Gateway GS, LLC) – Initial Resolution No.08/2017-01 as presented; the motion was seconded by M. Wiater. Roll call resulted as follows:

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

The item was approved as presented.

Evan Gallina (Gallina Development) and Matt Squires (Manning Squires) left the meeting at 3:50 p.m.

3.3 Local Labor Policy – M. Masse shared that there is a copy of the Local Labor Policy that was previously adopted by the Board in their meeting materials. This is just a reminder that there are some companies that have received benefits from us that must adhere to this policy and will be under construction soon. He would be happy to answer any questions the Board might have after they have had a chance to review the policy.

3.4 STAMP Implementation Team – Regional Economic Development Council – S. Hyde shared that the STAMP Implementation workgroups have been working on putting together a dashboard report to take to the Regional Council to seek more funding. The goal is to narrow down timelines that would allow the STAMP site to compete more effectively with other high-tech campuses across the country.

4.0 Audit & Finance Committee – M. Gray
(*information presented by L. Farrell in M. Gray's absence)

4.1 June 2017 Financial Statements – The June 2017 financial statements were reviewed with the Committee. A brief overview was given; all expenditures are in line with the budget, except as noted. The financial statements were recommended for approval by the Committee.

P. Zeliff made a motion to approve June 2017 Financial Statements as presented; the motion was seconded by C. Yunker. Roll call resulted as follows:

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

The item was approved as presented.

4.2 Audit & Finance Committee Charter – The charter is reviewed and approved annually. No changes were made from last year. The charter was recommended for approval by the Committee.

P. Battaglia added that the charter states that the Committee should do a self-evaluation of its performance annually. The Committee should consider this and talk about this at a future meeting.

C. Yunker made a motion to approve the Audit & Finance Committee Charter as presented; the motion was seconded by P. Zeliff. Roll call resulted as follows:

P. Battaglia - Yes
M. Wiater - Yes
M. Davis - Yes
J. Rizzo - Yes

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

The item was approved as presented.

4.3 John Jakubowski Workforce Development Consulting Contract – J. Jakubowski has provided a consulting agreement for the period of August 15, 2017 – August 14, 2018 to perform the following:

1. Perform consulting services to assist in the development and implementation of workforce development programs and training initiatives relative to the goals of the Company and its affiliates.
2. Consult with the VP of Business Development of the GCEDC and staff relative to the application, development and deployment of its workforce programs.
3. Consult with educational institutions who may service as partners in in development, implementation and delivery of training programs. Specifically, interface with Genesee Community College and its BEST Center, other institutions of higher learning, the Genesee Valley Educational Partnership and local secondary schools as appropriate.
4. Provide consulting services as requested by the GCEDC.

The total contract amount is not to exceed \$29,800 in total between the GCEDC and GGLDC. The contract will be funded by the GGLDC Strategic Investment funds unless grant funds become available in the GCEDC.

C. Yunker made a motion to approve John Jakubowski's Workforce Development Consulting Contract, not to exceed \$29,800, as presented; the motion was seconded by J. Rizzo. Roll call resulted as follows:

P. Battaglia - Yes
M. Wiater - Yes
M. Davis - Yes
J. Rizzo - Yes

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

The item was approved as presented.

4.4 Economic Development Partner Fee – Ellicott Station Project – M. Masse shared that per the GCEDC's Economic Development Partner Fee Program, when working with a not for profit economic development organization they are eligible for a referral commission of 20% capped at \$25,000.

C. Suozzi asked the Board to approve an Economic Development Partner Fee of \$25,000 to the Batavia Development Corp. related to the Ellicott Station project.

C. Yunker made a motion to approve the Economic Development Partner Fee of \$25,000 to the Batavia Development Corp. for the Ellicott Station Project as presented; the motion was seconded by M. Davis. Roll call resulted as follows:

P. Battaglia - Yes
M. Wiater - Yes
M. Davis - Yes
J. Rizzo - Yes

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

The item was approved as presented.

4.5 NY Loves Nano SEMICON West Booth Support – The GCEDC, on behalf of WYS STAMP, participated as a member of the NY Loves Nano team for the 2017 SEMICON West trade show. The buy-in fee for the booth was originally estimated to be around \$4,300, however one partner decided not to participate which increased the fee to \$5,200. Per the GCEDC procurement policy, all expenditures over \$5,000 must be approved by the Board. Half of the cost will be reimbursed through a National Grid STAMP Marketing Grant.

M. Davis made a motion to approve the NY Loves Nano SEMICON West Booth Support expenditure of \$5,200 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
M. Davis -	Yes	M. Gray -	Absent
J. Rizzo -	Yes		

The item was approved as presented.

4.6 Sandvoss Farms GAIN! Loan Fund Request – Sandvoss Farms has requested making a second loan from the GAIN! Loan fund. Empire State Development (ESD) has approved the loan in the amount of \$170,748.69 contingent upon GCEDC approval.

Sandvoss Farms, LLC processes pasteurized cheese, milk and yogurt from raw goat's milk produced on their farm in East Bethany, NY. They will be using the funds to construct a new refrigeration and storage facility, and site work to improve access and traffic flow. A new hoop house will be built for feed and material storage and a new goat nursery facility. Additional funds for the project will come from a National Grid grant, a NYSERDA grant and an equity contribution from the owners in the form of cash.

The \$170,748.69 term loan will have an interest rate of 1% per annum and will be amortized over a 10-year term. The loan will be secured by a first position lien filing against the property being constructed as well as a personal guarantee of the members/owners. The project will allow the company to continue to expand their operations.

P. Zelif made a motion to approve the Sandvoss Farms GAIN! Loan Fund Request as presented; the motion was seconded by M. Davis. Roll call resulted as follows:

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

The item was approved as presented.

4.7 KeyBank Line of Credit Extension - The GCEDC has an existing Line of Credit with KeyBank that is being used to pay for construction at the STAMP site and is being reimbursed by the \$33 million grant. The terms and conditions of this Line of Credit will remain the same. KeyBank has been waiving the undrawn fee. L. Farrell noted that they will no longer be able to waive this fee going forward. The

undrawn fee will be contemplated within the 2018 budget. M. Masse and L. Farrell will continue to work on securing an impressed account with Empire State Development (ESD). This will eliminate or reduce the need for a Line of Credit and reduce the expense for interest and undrawn fees.

The Committee agreed to lower the \$16M Line of Credit down to \$10M as cash flow projections indicate we do not need the full \$16M at this time.

C. Yunker made a motion to approve the KeyBank Line of Credit as presented; the motion was seconded by J. Rizzo. Roll call resulted as follows:

P. Battaglia -	Yes	C. Yunker -	Yes
M. Wiater -	Yes	P. Zeff -	Yes
M. Davis -	Yes	M. Gray -	Absent
J. Rizzo -	Yes		

The item was approved as presented.

5.0 Governance & Nominating Committee – J. Rizzo

5.1 Authorized to Request Information Regarding Bank Accounts - L. Farrell shared that she and P. Kennett are not authorized bank account signers, but need authorization to request information regarding the bank accounts. This was recommended by the Governance & Nominating Committee.

5.2 Authorized Signers of Agreements - L. Farrell shared that currently the authorized signers of agreements, contracts, etc. are the Chair (per Bylaws), Vice Chair (per Bylaws), President & CEO (Per Bylaws), Sr. VP of Operations and VP of Business Development. This was recommended by the Governance & Nominating Committee.

5.3 Procurement Policies and Procedures - L. Farrell shared that this policy is required to be reviewed annually. There are no changes being recommended by the Governance & Nominating Committee.

5.4 Investment Policy - L. Farrell shared that the policy is required to be reviewed annually. There are no changes being recommended by the Governance & Nominating Committee.

5.5 Disposition of Real Property Guidelines - L. Farrell shared that the policy is required to be reviewed annually. There are no changes being recommended by the Governance & Nominating Committee.

5.6 Governance & Nominating Committee Charter - L. Farrell shared that the charter is required to be reviewed annually. There are no changes being recommended by the Governance & Nominating Committee.

J. Rizzo made a motion to approve items 5.1 – 5.6 as presented; the motion was seconded by C. Yunker. Roll call resulted as follows:

P. Battaglia -	Yes	C. Yunker -	Yes
M. Wiater -	Yes	P. Zeff -	Yes
M. Davis -	Yes	M. Gray -	Absent
J. Rizzo -	Yes		

The item was approved as presented.

5.7 GCEDC Vice-Chair Appointment – J. Rizzo shared that the Vice Chair position is vacant and that the Committee recommends P. Zelif as the Vice Chair, effective immediately.

J. Rizzo made a motion to approve P. Zelif as GCEDC Vice Chair 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
M. Davis -	Yes	M. Gray -	Absent
J. Rizzo -	Yes		

The item was approved as presented.

5.8 GGLDC Board Member Appointments – The Committee recommends appointing the following to the GGLDC Board:

- Todd Bender, with a term that coincides with his GCEDC Board term,
- Mary Ann Wiater, to fill the remainder of M. Gray's term, and
- Don Cunningham, to replace H. Upson's position for a new six-year term.

All new GGLDC Board positions will be effective September 1, 2017.

It was noted that although the GCEDC typically requires five of the nine GGLDC Board positions to be held by GCEDC members, the Committee recognizes that this is unobtainable at this time due to some GCEDC members having conflicts and are no longer able to serve on the GGLDC Board. It will be the goal of the GCEDC Board to obtain this majority in the future as long as circumstance allow.

J. Rizzo made a motion to approve appointing M. Wiater, T. Bender and D. Cunningham to the GGLDC Board effective September 1, 2017 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
M. Davis -	Yes	M. Gray -	Absent
J. Rizzo -	Yes		

The item was approved as presented.

6.0 STAMP Committee – P. Zelif

6.1 Electrical Consultant Contract – P. Zelif shared that on August 8, 2016 the GCEDC approved an agreement with Robert Gage, P.E., PC for consulting services related to the NYISO 345 kV Systems Impact Study for STAMP. The amount of time was an estimate based upon our assumptions of the level of input and services that the GCEDC would be required to provide to NYISO regarding their SIS study. We are approx. half way through the process, but the amount of input, preparation and review of drawings required by NYISO has exceeded our estimate, and the GCEDC is seeking to increase Robert Gage's contract by another \$40,000. This increase is based on Robert's best estimate as to what would be required to finish this study. This expenditure would be covered under the \$33M ESD grant.

The Committee recommended increasing the existing contract with Robert Gage by 250 hours, not to exceed \$25,000.

P. Zelif made a motion to approve Electrical Consultant Contract with Robert Gage not to exceed \$25,000 as presented; the motion was seconded C. Yunker. Roll call resulted as follows:

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

The item was approved as presented.

6.2 Entrance Sign Proposal - M. Masse shared that the GCEDC asked four sign companies to submit proposals for the design, engineering and construction of a main entrance sign at the STAMP site. Three companies have submitted bids and the fourth declined. The Request for Proposals asked companies to submit a base bid for electric and an alternate bid for solar. The bid results are as follows:

A&B Heritage, Inc. DBA ASI Signage Innovations - \$47,670
Cooper Sign Company - \$72,500
ID Sign Systems – base bid (electric) - \$39,916
- alternate bid (solar) - \$49,798

The Committee reviewed the proposals and chose to accept the alternate bid (solar option) proposed by ID Sign Systems. This bid is contingent upon the company including any costs related to permitting in the bid amount.

This expenditure would be covered under the \$33M ESD grant.

P. Zelif made a motion to approve the Entrance Sign Proposal with ID Sign Systems, not to exceed \$49,798, 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
M. Davis -	Yes	M. Gray -	Absent
J. Rizzo -	Yes		

The item was approved as presented.

6.3 Land Management Plan – P. Zelif shared that as part of the Incentive Zoning Agreement and to satisfy mitigation for potential environmental impacts as proposed during the SEQR review and identified in the Findings Statement, the GCEDC agreed to put together a Long-Term Management Plan to guide

management of natural resources and land use on the STAMP site before, during and after development. All requested changes made by the Committee at the last meeting have been incorporated.

P. Zelif made a motion to approve the Land Management Plan 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
M. Davis -	Yes	M. Gray -	Absent
J. Rizzo -	Yes		

The item was approved as presented.

7.0 Employment & Compensation Committee

7.1 CEO Employment Contract – M. Wiater asked the Board to approve the CEO Employment Contract.

M. Wiater made a motion to approve the CEO Employment Contract; the motion was seconded by C. Yunker. Roll call resulted as follows:

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

The item was approved as presented.

8.0 Other Business

9.0 Adjournment

As there was no further business, P. Zelif made a motion to adjourn at 4:16 p.m., which was seconded by C. Yunker and passed unanimously.



Project Name: Ellicott Station - Savarino

Board Meeting Date: August 3, 2017

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

PROJECT DESCRIPTION:

PROJECT SUMMARY

The approximately \$17.6MM Ellicott Station project is the adaptive reuse of an environmentally contaminated site in downtown Batavia, NY. The project includes the renovation of an existing, 8,800 (13,000sf includes upper floor) square foot building into a locally themed restaurant and production brewhouse as well as the construction of a combined 64,300 square feet of mixed-use buildings featuring an anticipated 16,300 SF of professional office and business space and 51 modern market rate apartments.

PROJECT VISION

The Development Team, Savarino Companies and the selected design partners Flynn Battaglia Architects, have successful experience in adaptive reuse of urban assets. The team will bring that experience to bear in redeveloping the historic brick factory into an entertainment focal point to the Ellicott Station project. The developer envisions a local-themed Brew Pub with a bar, restaurant, operating brewery and beer garden. The history of the neighborhood and building and the unique architectural character of the structure will underpin a warm and welcoming urban retail space.

The team also recognizes Batavia's commitment to a proposed rails-to-trails project along the edge of this property. We support this pedestrian trails initiative and have indicated trail improvements including parking for trail users and a trail spur connecting our development to the pathway.

The project has the potential to be phased or constructed at one time depending on market reception and tenant preleasing.

COMMUNITY NEED

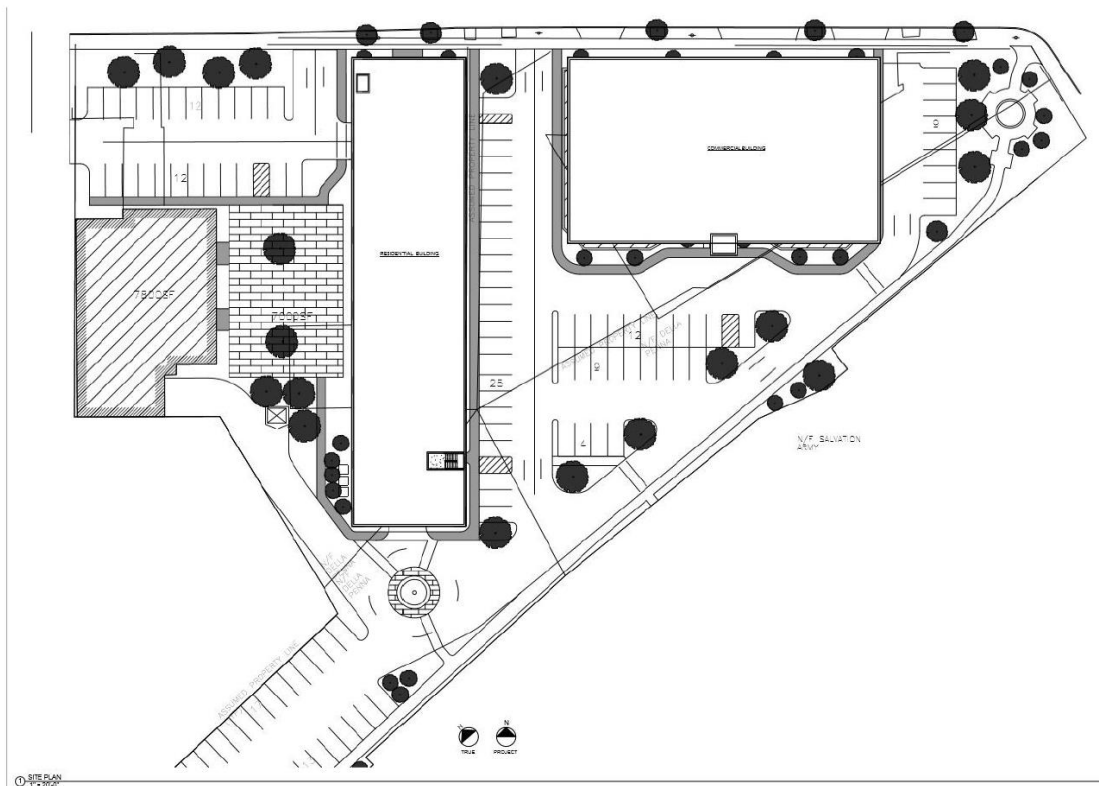
Ellicott Station is a direct response to the City of Batavia's Brownfield Opportunity Area Plan "BOA Plan" that called for this site to act as the link between this low-income community and Batavia's nearby historic retail district. It's a project that is in a neighborhood that meets the highly distressed conditions under the federal New Markets program. Savarino Companies, the Developer, was selected as part of a competitive RFP process, because its plan directly addressed the goals outlined in the plans and by local stakeholders. Savarino will remediate this contaminated site (New York State Brownfield) and bring it back into productive use thereby removing blight from the neighborhood. In addition, it addresses several key needs identified in the plans including bringing minimally 60 permanent and 136 construction jobs.

In addition to the planning efforts described above, the project is requesting to take part of the Batavia Pathway to Prosperity program conceived among all local taxing jurisdictions, inter-municipal agreement created to repurpose future tax dollars as PILOT Increment Financing investment into the redevelopment efforts of the BOA, the County's most highly distressed census

Attachment A

tracts. Key local stakeholders such as the local school district agreed to redirect potential tax revenues to help support this development.

The Project enjoys tremendous support from local residents and stakeholders who were key drivers of the Batavia Opportunity Area Plan, the City of Batavia, Batavia Development Corporation, Genesee County, the Regional Economic Development Council and New York State. Commitment by supportive economic development programs such as the GCEDC incentive programs, Pathway to Prosperity Program, Empire State Development economic development assistance and New York State Brownfield Tax Credit Program are critical to the viability of this catalytic and local priority economic development project.



Estimated Construction Schedule: August 2017- November 2018



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

Project details: The project will pledge to create 60 FTE's at an average salary of \$43,018 per job.

Board Discussion: None.

C. Yunker made a motion to concur with Criteria #1; the motion was seconded by M. Wiater. Roll call resulted as follows:

P. Battaglia -	Yes	C. Yunker -	Yes
M. Wiater -	Yes	P. Zelif -	Yes
M. Davis -	Yes	M. Gray -	Absent
J. Rizzo -	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 project will enhance long term tax base with expansion of 64,300 sq. ft. and \$17,645,803 in capital investment. This project will also redevelop a vacant, blighted building to a higher, better use. The new expanded structure will significantly increase the tax base and clean up a long time Brownfield site.

Board Discussion: None.

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

P. Battaglia -	Yes	C. Yunker -	Yes
M. Wiater -	Yes	P. Zelif -	Yes
M. Davis -	Yes	M. Gray -	Absent
J. Rizzo -	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: Yes, the project will contribute toward creating a “livable community” by providing arts/entertainment/restaurant businesses along with market rate housing in the heart of the County's municipal center which will also increase the walkability of the downtown area.

Board Discussion: None.

**C. Yunker made a motion to concur with Criteria #3; the motion was seconded by M. Davis.
Roll call resulted as follows:**

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

Project details: For every \$1 of public benefit the company is investing \$21 into the local economy. This will also convert a blighted vacant building in the downtown area, continuing the redevelopment that has occurred in other parts of the City of Batavia.

Board Discussion: None.

**C. Yunker made a motion to concur with Criteria #4; the motion was seconded by M. Wiater.
Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
M. Wiater -	Yes	P. Zelif -	Yes
M. Davis -	Yes	M. Gray -	Absent
J. Rizzo -	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: Touches the Agri-business industry sector with the micro brew pub

Board Discussion: None.

**C. Yunker made a motion to concur with Criteria #5; the motion was seconded by P. Zelif.
Roll call resulted as follows:**

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

The item was approved as presented.

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

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

Project details: The project is planned to begin construction in August 2017 and operation in November 2018.

Board Discussion: None.

C. Yunker made a motion to concur with Criteria #6; the motion was seconded by M. Davis.

Roll call resulted as follows:

P. Battaglia - Yes
M. Wiater - Yes
M. Davis - Yes
J. Rizzo - Yes

C. Yunker - Yes
P. Zelif - Yes
M. Gray - Absent

The item was approved as presented.

Board Concurrence: YES NO If no, state justification: