



**Thursday, June 7, 2018  
Upstate MedTech Centre – Innovation Zone  
4:00 PM**

**GCEDC MINUTES**

**Attendance**

Board Members: P. Battaglia, T. Bender, M. Gray, A. Young, C. Yunker, P. Zeliff, A. Vanderhoof

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

Guests: B. Broder (Pearl Solar, Cypress Creek) J. Krencik (The Daily News)

Absent:

**1.0 Call to Order**

P. called the meeting to order at 4:01 p.m. in the Upstate MedTech Centre Innovation Zone conference room.

**1.1 Enter Executive Session –**

M. Gray made a motion to enter executive session under the Public Officers Law, Article 7, Open Meetings Law Section 105, at 4:01 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.

The motion was seconded by T. Bender and approved by all members present.

**1.2 Enter Public Session –**

M. Gray made a motion to enter back into public session at 4:49 p.m., seconded by T. Bender and approved by all members present.

**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, July 12<sup>th</sup> at 4:00 p.m.**

Audit & Finance Committee Meeting: Tuesday, July 10<sup>th</sup> at 8:30 a.m.

STAMP Committee Meeting: Tuesday, July 10<sup>th</sup> at 10:30 a.m.

**2.2 Agenda Additions / Deletions / Other Business –** P. Battaglia shared, that even though J. Rizzo was unable to make it to the Board meeting, it would have been his last. He chaired the Governance & Nominating Committee and was a great asset to the STAMP Committee. The Board could always count on him sharing his opinion, as well as his candidness. He wished he was here to thank him for his service on the GCEDC and GGLDC boards.

### 2.3 Minutes: May 3, 2018

**M. Gray made a motion to approve the May 3, 2018 minutes; the motion was seconded by T. Bender. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Absent
T. Bender -	Yes	P. Zeff -	Absent
A. Young -	Yes	M. Gray -	Yes
J. Rizzo -	Absent		

**The item was approved as presented.**

### 3.0 Report of Management

**3.1 J Rental – Initial Resolution** – C. Suozzi shared that the company is looking to build a 60,000 sq. ft. facility at Apple Tree Acres in Bergen, NY on a 19.5-acre lot. The company is planning to invest approx. \$6.3M and create 15 new jobs. They are seeking assistance from the GCEDC with a sales tax exemption valued at approx. \$271,200, a mortgage tax valued at approx. \$20,000 and a property tax abatement valued at approx. \$432,608. As benefits exceed \$100,000, a public hearing will need to be held.

C. Suozzi asked the Board to approve resolution No. 06/2018-01, accepting the application and authorizing a public hearing.

Resolution No. 06/2018-01

RESOLUTION OF THE GENESEE COUNTY INDUSTRIAL DEVELOPMENT AGENCY D/B/A GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER (THE "AGENCY") (i) ACCEPTING AN APPLICATION 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.

**A. Young made a motion to approve the J. Rental Initial Resolution No. 06/2018-01 as presented; the motion was seconded by T. Bender. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Absent
T. Bender -	Yes	P. Zeff -	Absent
A. Young -	Yes	M. Gray -	Yes
J. Rizzo -	Absent		

**The item was approved as presented.**

**3.2 LanCor Development Corp – Initial Resolution** – M. Masse shared that the company is seeking to build a new 12,000 sq. ft. facility at the new LeRoy Food & Tech Park. The company is planning to invest approx. \$1.3M and create 5 new jobs and retain 7. They are seeking assistance from the GCEDC with a sales tax exemption valued at approx. \$40,000 and a property tax abatement valued at approx. \$82,209. As benefits exceed \$100,000, a public hearing will need to be held.

M. Masse asked the Board to approve resolution No. 06/2018-02, accepting the application and authorizing a public hearing.

Resolution No. 06/2018-02

RESOLUTION OF THE GENESEE COUNTY INDUSTRIAL DEVELOPMENT AGENCY D/B/A GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER (THE "AGENCY") (i) ACCEPTING AN APPLICATION 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.

**M. Gray made a motion to approve the LanCor Development Corp. Resolution No. 06/2018-02 as presented; the motion was seconded by A. Young. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Absent
T. Bender -	Yes	P. Zelif -	Absent
A. Young -	Yes	M. Gray -	Yes
J. Rizzo -	Absent		

**The item was approved as presented.**

#### **4.0 Audit & Finance Committee – M. Gray**

M. Gray reported that the Audit & Finance Committee reviewed the Charter at their meeting earlier this week and they will be working on doing a self-assessment of their performance which will be reported to the Governance Committee once completed.

**4.1 April 2018 Financial Statements-** The April 2018 financial statements were reviewed with the Committee. A brief overview was given; it was noted that restricted cash decreased due to STAMP expenses being paid using the ESD imprest account funds. This caused accounts payable to decrease as well. All expenditures are in line with the budget, except as noted. This is recommended for approval by the Committee.

**M. Gray made a motion to approve the April 2018 Financial Statements; the motion was seconded by T. Bender. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Absent
T. Bender -	Yes	P. Zelif -	Absent
A. Young -	Yes	M. Gray -	Yes
J. Rizzo -	Absent		

**The item was approved as presented.**

**4.2 GCEDC Economic Development Strategy Assessment / Economic Analysis – Rockefeller Institute for Government Proposal –** M. Gray shared that the Audit & Finance Committee reviewed a proposal from Rockefeller Institute for Government (RIG) to perform a strategic assessment and economic analysis summarizing the Agency's efforts to date, including its EDGE site development strategy focused on helping to catalyze development/redevelopment in the community's central population area and develop a strategic roadmap to enhance success based on effective strategies identified in economic development policy, literature and case studies of efforts in Upstate New York and other regions across the Northeast with successful economic development programs and revitalizations.

The total cost of the multi-phase study is \$50K. Phase I, the current proposal is \$30K. National Grid has indicated strong interest in providing matching funds (up to \$25K) supporting this strategic analysis subject to the submission of a grant application. L. Farrell indicates savings is being experienced in the

professional services/government relations budget line related to the GCEDC budget which could be utilized, if the GCEDC board concurs, as the matching funds to support this undertaking (up to \$25K).

S. Hyde asked the Committee to consider approving a multi-phase investment (not to exceed \$25K) to RIG and potentially others to undertake the proposed 2 phase strategic analysis subject to National Grid grant approval of phase 1 matching funds. Initially, we would only contract to the Phase 1 level (\$30K proposal in total) following National Grid matching grant approval. We will discuss Phase 2 research funding with the Board prior to any request to utilize the remaining \$10K appropriated as a part of this request. Phase 2 would potentially be funded by the GCEDC, City of Batavia along with National Grid matching grant funds. This phase would focus likely more on the mall/City Centre redevelopment as a transformational project as part of the overall strategy.

**M. Gray made a motion to approve an appropriation of \$25K of the GCEDC budget to this study, and a \$30K contract with Rockefeller Institute for Government (RIG) for Phase 1, contingent upon approval of a 50/50 matching National Grid grant to the full Board as presented; the motion was seconded by A. Young. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Absent
T. Bender -	Yes	P. Zelif -	Absent
A. Young -	Yes	M. Gray -	Yes
J. Rizzo -	Absent		

**The item was approved as presented.**

## **5.0 Governance & Nominating Committee – J. Rizzo**

**5.1 Nothing at this time**

## **6.0 STAMP Committee – P. Zelif**

**6.1 Nothing at this time**

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

**7.1 Nothing at this time.**

## **8.0 Other Business**

## **9.0 Adjournment**

As there was no further business, M. Gray made a motion to adjourn at 5:05 p.m., which was seconded by T. Bender and passed unanimously.