



**Tuesday, February 5, 2019**  
**Innovation Zone Conference Room**  
**GGLDC Audit & Finance Committee Meeting**  
**8:30 a.m.**

**MINUTES**

**ATTENDANCE**

Committee Members: T. Felton, P. Battaglia (Video Conference), T. Bender, D. Cunningham  
Staff: L. Farrell, M. Masse, E. Richardson, S. Hyde, J. Krencik  
Guests: M. Gray (GCEDC Board Member), A. Young (GCEDC Board Member)  
Absent:

**1. CALL TO ORDER / ENTER PUBLIC SESSION**

1. **Call to Order – Enter Public Session** – D. Cunningham called the meeting to order at 9:17 a.m. in the GCEDC conference room.

**2. CHAIRMAN'S REPORT & ACTIVITIES**

2a. **Agenda Additions / Other Business** – Nothing at this time.

2b. **Minutes: January 8, 2019**

**T. Felton made a motion to approve the January 8, 2019 Meeting Minutes as presented; the motion was seconded by T. Bender. Roll call resulted as follows:**

T. Felton - Yes  
P. Battaglia - Yes (Video Conference)  
T. Bender - Yes  
D. Cunningham - Yes

**The item was approved as presented.**

**3. DISCUSSIONS / OFFICIAL RECOMMENDATIONS TO THE BOARD:**

3a. **December 2018 Unaudited Financial Statements** – L. Farrell presented the December 2018 Unaudited Financial Statements to the Committee and noted the following:

- Restricted Cash increased due to NYSDOT pass-thru grant received in December; disbursed to GVT in January 2019.

- Loans Receivable Current and Noncurrent decreased significantly in December due to a deferred loan being forgiven. This drives the loss in the Operating fund as there is no corresponding revenue.
- Land Sale Proceeds/Site Development Exp./Cost of Land Sales – 3.567 acres of land was sold to Gateway GS, LLC; a credit was applied against the land sale price for Road and Water Main Infrastructure Improvements per the Ground Lease agreement in place with the company.
- All other expenditures are in line with the budget except as noted.

**T. Felton made a motion to recommend approval of the December 2018 Unaudited financial Statements as presented; the motion was seconded by T. Bender. Roll call resulted as follows:**

T. Felton - Yes  
 P. Battaglia - Yes (Video Conference)  
 T. Bender - Yes  
 D. Cunningham - Yes

**The item was approved as presented.**

**3b. Strategic Investment Review** - L. Farrell reviewed the Strategic Investments Analysis with the Committee. The analysis assumes the HP Hood OCR loan will close in 2019, which is to be repaid at \$100K per year beginning in 2020. She noted some opportunities for additional funds including the MTC reserve of \$500K that could potentially be removed in the future, an opportunity for Resurgence and Freightliner OCR loan repayments to be received in the future and Gateway II land sales to Mega Properties, Wellsville Carpet Town (Ashley Furniture) and Gateway GS, LLC to be included as well. The analysis currently shows a positive cash flow until 2022.

**3c. MedTech Park Lease YSG Solar** – The GGLDC has been approached by YSG Solar regarding the property at the bottom of the hill at MedTech Park. The proposed lease is attached. The agreement is for approx. 10 acres.

S. Hyde added that this project is good for the community. There is currently no tax revenue being generated for that property. This project would put the property to higher and better use.

**T. Bender made a motion to recommend approval of the Ground Lease with YSG Community Solar, LLC as presented, contingent upon final legal review; the motion was seconded by T. Felton. Roll call resulted as follows:**

T. Felton - Yes  
 P. Battaglia - Yes (Video Conference)  
 T. Bender - Yes  
 D. Cunningham - Yes

**The item was approved as presented.**

**3d. \$2M Incentive Proposal – BETP** – The GGLDC received the Incentive Proposal (IP) that lists out the terms and conditions of the \$2 million recently awarded for the Corfu WWTF upgrade. Highlights of the IP are as follows:

1. The grant is to be funded in three draws based on job creation requirement and capital investment. ESD is looking into modifying this section.
2. There is a claw back provision on the grant related to job creation. ESD is looking into removing this item.
3. There is a 30% MWBE goal, we have requested this be significantly reduced or removed.
4. There is a “Good Faith Efforts” for a new 6% goal to use NYS Certified Service-Disabled Veteran Owned Business Enterprises (SDVOB).
5. There is a 1% commitment fee (ESD is looking into waiving this fee).

#### **4. ADJOURNMENT**

As there was no further business P. Battaglia made a motion to adjourn at approximately 9:57 a.m. seconded by T. Felton and passed unanimously.