



**Thursday, August 1, 2019  
Upstate MedTech Centre – Innovation Zone  
3:00 PM**

**GCEDC MINUTES**

**Attendance**

Board Members: P. Battaglia, T. Bender, C. Yunker, P. Zeliff

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

Guests: D. Cunningham (GGLDC Board Member), S. Noble-Moag (GGLDC Board Member), Brian Quinn (Batavia Daily News), M. Waiter (GGLDC Board Member), R. Gaenzle (Harris Beach), G. Torrey (GGLDC Board Member), J. Jakubowski

Absent: M. Gray, A. Young, A. Vanderhoof

**1.0 Call to Order**

P. Battaglia called the meeting to order at 3:01 p.m. in the Upstate MedTech Centre Innovation Zone conference room.

P. Battaglia requested that we have a moment of silence for Jack Andrews, a long-time board member and former Chair of the GCEDC board, who recently passed away.

**Presentation:** John Jakubowski – Workforce Development – John Jakubowski gave an overview of the GCEDC’s STEM 2 Success Advanced Manufacturing Strategy. This strategy includes programs for students grade 4-12 to participate in opportunities like Innovators Club, Tech Wars, Edge Factor, GLOW with Your Hands, GVEP & WNY Tech Academy and pre-apprenticeship programs. These programs and initiatives give students the opportunity for hands on experiences and expose students to careers in skilled trades.

Organization and planning have taken place over the last 12 months to introduce two new programs, a “pre-apprenticeship” program (for 11<sup>th</sup> and 12<sup>th</sup> grade students) and an apprenticeship “bootcamp” (for high school grads, ages 18-24). These programs allow students/candidates to explore skilled trades and possibly earn related instruction credits towards an accredited apprenticeship program.

J. Jakubowski left the meeting at 3:15 p.m.

**1.1 Enter Executive Session –**

C. Yunker made a motion to enter executive session under the Public Officers Law, Article 7, Open Meetings Law Section 105, at 3:15 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 P. Zelif and approved by all members present.

### **1.2 Enter Public Session –**

T. Bender made a motion to enter back into public session at 3:45 p.m., seconded by C. Yunker and approved by all members present.

## **2.0 Chairman’s Report & Activities –**

### **2.1 Upcoming Meetings:**

**Next Scheduled Board Meeting: Thursday, September 5<sup>th</sup> at 4:00 p.m.**

Audit & Finance Committee Meeting: Tuesday, September 3<sup>rd</sup> at 8:30 a.m.

STAMP Committee Meeting: Tuesday, September 3<sup>rd</sup> at 10:30 a.m.

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

### **2.3 Minutes: July 11, 2019**

**C. Yunker made a motion to approve the July 11, 2019 minutes as presented; the motion was seconded by P. Zelif. Roll call resulted as follows:**

P. Battaglia - Yes

C. Yunker - Yes

T. Bender - Yes

P. Zelif - Yes

A. Young - Absent

M. Gray - Absent

A. Vanderhoof - Absent

**The item was approved as presented.**

## **3.0 Report of Management**

**3.1 Graham Manufacturing – Final Resolution –** Graham Manufacturing has 3 projects planned for its City of Batavia campus that will renovate 8,000 sq. ft. of existing space and add 8,875 sq. ft. (originally 5,000 sq. ft.) of new warehouse space:

1. Expand the welding school to meet the demand for welders. The company will double the current training capacity and will renovate 4,000 sq. ft.
2. An existing 4,000 sq. ft. manufacturing building will be required to be repurposed.
3. A new 8,875 sq. ft (originally 5,000 sq. ft.) warehouse to store materials.

R. Gaenzle shared that since the public hearing, that was held in February 2019, the scope and capital investment of the project has changed significantly enough that it is Harris Beach’s recommendation that a second, supplemental, public hearing be held for the increased amounts of the project. He recommends that, in order to keep the project moving forward, the Board approve the original incentives, as considered previously, and then approve that a supplemental public hearing be held to consider the increased project parameters.

The project will contribute to the Batavia Pathway to Prosperity (BP2) Program. The original project is seeking assistance from the GCEDC with a property tax abatement valued at \$69,346 (traditional 10-year PILOT with a fixed dollar amount), sales tax exemption valued at \$51,056, and a mortgage tax exemption valued at \$10,750 for a total incentive value of \$131,152. This part of the project includes \$1,075,000 in total capital investment.

The Board reviewed the Statement of Compliance of Project Criteria. See 'Attachment A'. The Statement of Compliance of Project Criteria includes the benefits originally reviewed by the Board on 2/7/19.

**Resolution No. 08/2019-01**

RESOLUTION OF THE GENESEE COUNTY INDUSTRIAL DEVELOPMENT AGENCY D/B/A GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER (THE "AGENCY") (i) ACKNOWLEDGING THE PUBLIC HEARING HELD BY THE AGENCY ON FEBRUARY 26, 2019, WITH RESPECT TO THE GRAHAM CORPORATION (THE "COMPANY") PROJECT (THE "PROJECT"); (ii) MAKING A DETERMINATION WITH RESPECT TO THE PROJECT PURSUANT TO SEQRA; (iii) APPOINTING THE COMPANY AS AGENT OF THE AGENCY; (iv) AUTHORIZING 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, 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 PERMITTED BY LAW; AND (v) AUTHORIZING THE NEGOTIATION, EXECUTION AND DELIVERY OF A PROJECT AGREEMENT, LEASE AGREEMENT, LEASEBACK AGREEMENT, TAX AGREEMENT AND RELATED DOCUMENTS WITH RESPECT TO THE PROJECT.

**P. Zelif made a motion to approve Resolution No. 08/2019-01, authorizing incentives as presented; the motion was seconded by C. Yunker. Roll call resulted as follows:**

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

**The item was approved as presented.**

**3.1A Supplemental Public Hearing** – The company has provided a supplemental application, increasing the capital investment by an estimated \$598,000. Harris Beach has recommended a supplemental public hearing to be held for the increased amounts of the project. The Board is being asked to approve an initial resolution authorizing the GCEDC to hold a public hearing on the increased benefits. The company has increased the size of the plans for the new warehouse from 5,000 sq. ft. to approx. 8,875 sq. ft. This approval is for additional 3,875 sq. ft. The company is asking to increase benefits related to this addition as follows: sales tax exemption will increase from \$51,056 to \$92,560, mortgage tax exemption will increase from \$10,750 to \$16,730 and property tax exemption will increase from \$69,346 to \$100,976. The estimated incentives will increase from \$131,152 to \$210,266 (a difference of \$79,114). A revised Statement of Compliance of Project Criteria will be brought forward with the final approval.

**Resolution No. 08/2019-02**

RESOLUTION OF THE GENESEE COUNTY INDUSTRIAL DEVELOPMENT AGENCY D/B/A GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER (THE "AGENCY") (i) ACCEPTING A REVISED APPLICATION OF GRAHAM CORPORATION WITH RESPECT TO A CERTAIN PROJECT; (ii) AUTHORIZING A PUBLIC HEARING WITH RESPECT TO THE PROJECT; (iii) MAKING A DETERMINATION WITH RESPECT TO THE PROJECT PURSUANT TO SEQRA (AS DEFINED BELOW); AND (iv) DESCRIBING THE FORMS OF

FINANCIAL ASSISTANCE BEING CONTEMPLATED BY THE AGENCY WITH RESPECT TO THE PROJECT.

**P. Zelif** made a motion to approve Resolution No. 08/2019-02, accepting the revised application and scheduling a supplemental public hearing for the change in scope of the project; the motion was seconded by **C. Yunker**. Roll call resulted as follows:

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

**The item was approved as presented.**

**3.2 Wendt's Propane – Initial Resolution** – Ken Wendt's Propane is building a 9,600 sq. ft. facility at the corner of Route 19 and North Rd. in the Town of LeRoy. The company will be expanding its propane service to local residential, commercial, industrial and agricultural customers. The total capital investment is \$1.3 million and pledges to create 4 full time equivalent jobs. GCEDC is seeking to assist with a sales tax exemption valued at \$51,200, a mortgage tax exemption valued at \$9,000 and a property tax abatement valued at \$65,767 (with a traditional 60% PILOT schedule).

Resolution No. 08/2019-03

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

**C. Yunker** made a motion to approve Resolution No. 08/2019-03, accepting the application and scheduling a public hearing; the motion was seconded by **T. Bender**. Roll call resulted as follows:

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

**The item was approved as presented.**

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

**4.1 2020 Budget Timeline** – L. Farrell shared the 2020 budget timeline with the Board as a reminder of some important upcoming meetings.

#### **5.0 Governance & Nominating Committee – C. Yunker**

**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. Nothing at this time.**

**8.0 Other Business**

**8.1 Nothing at this time.**

**9.0 Adjournment**

As there was no further business, C. Yunker made a motion to adjourn at 3:56 p.m., which was seconded by T. Bender and passed unanimously.



Project Name: Graham Manufacturing

Board Meeting Date: August 1, 2019

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

### PROJECT DESCRIPTION:

The company has 3 projects on its City of Batavia campus which will renovate 8,000 sq.ft. of existing buildings and add 5,000 sq.ft. of new warehouse space:

1. Expand the welding school to meet the demand for welders. The company will require to double the current training capacity and will renovate 4,000 sq.ft.
2. An existing 4,000 sq. ft. manufacturing building will be required to be repurpose.
3. A new 5,000 sq. ft. warehouse to store materials.

The project will contribute to the Batavia Pathway to Prosperity (BP2) Program.

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

**Project details:** The company is retaining 291 FTE’s and plans on creating 10 FTE’s with average salary of \$55,000. The company has had past commitments (2011 and 2013 projects) which totaled 338 FTE’s. Thus, based on the current FTE’s, we are not counting any new jobs in our 2019 tracking report.

**Board Discussion: None.**

**C. Yunker made a motion to concur with Criteria #1, as presented; the motion was seconded by T. Bender. Roll call resulted as follows:**

- |                 |        |             |        |
|-----------------|--------|-------------|--------|
| P. Battaglia -  | Yes    | C. Yunker - | Yes    |
| T. Bender -     | Yes    | P. Zelif -  | Yes    |
| A. Young -      | Absent | M. Gray -   | Absent |
| A. Vanderhoof - | Absent |             |        |

**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 and make a total investment of \$1,075,000.

**Board Discussion: None.**

**T. Bender made a motion to concur with Criteria #2, as presented; the motion was seconded by P. Zelif. Roll call resulted as follows:**

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

**The item was approved as presented.**

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

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

**Project details:** The Welding Training center will provide a valuable service that is underserved in Genesee County

**Board Discussion: None.**

**P. Zelif made a motion to concur with Criteria #3, as presented; the motion was seconded by TC. Yunker. Roll call resulted as follows:**

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

**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.

**Attachment A**

**Project details:** For every \$1 of public benefit offered, the company is investing and helping generate an economic contribution/economic impact of \$5.9 into the local/regional/state economy. See economic impact report for further details.

**Board Discussion: None.**

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

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

**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:** The company is in advanced manufacturing with its CNC equipment and ultra-welding technology.

**Board Discussion: None.**

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

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

**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 planning to move quickly and be in operation by end of summer 2019.



**Board Discussion: None.**

**T. Bender made a motion to concur with Criteria #6, as presented; the motion was seconded by P. Zelif. Roll call resulted as follows:**

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

**The item was approved as presented.**

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