



GCEDC Board Meeting
Thursday, January 11, 2024
Location: 99 MedTech Drive, Innovation Room
4:00 PM

GCEDC MINUTES

Attendance

Board Members: C. Kemp, K. Manne, M. Clattenburg, P. Battaglia, P. Zeliff
Staff: M. Masse, S. Hyde, L. Farrell, L. Casey, J. Krencik, C. Suozzi, P. Kennett
Guests: R. Gaenzle (Harris Beach/Video Conference), M. Brooks (GGLDC Board Member), G. Torrey (GGLDC Board Member), M. Fitzgerald (Phillips Lytle/Video Conference), R. Crossen (Town of Alabama Supervisor), D. Cunningham (GGLDC Board Member), D. Mazur (MedTech Landing, LLC), S. Mazur (MedTech Landing, LLC), H. Owens (Batavian), S. Eigenbrod (WFD Consultant)
Absent: C. Yunker, M. Gray

1.0 Call to Order

P. Zeliff called the meeting to order at 4:02 p.m. in the Innovation Zone.

Presentation – MedTech Landing, LLC is proposing to develop 80 units of market-rate housing at 53 MedTech Drive in the town of Batavia. The project proposes to build 24 three-bedroom apartments, 38 two-bedroom apartments, and 18 one-bedroom apartments. The one- and two-bedroom apartments will be approximately 960-1002 sq. ft. The one- and two- bedroom apartments will range in price from \$1,300 to \$1,450 per month, depending on square footage. The three-bedroom apartments with attached garages will range from \$1,950- \$2,000 per month.

The \$15 million project would construct seven apartment buildings totaling 100,000 sq. ft. and includes 6 six-car garages. There will be a total of 60 garages for 80 units. There will be a dog park and a lot of green space. The project anticipates creating two positions (2 FTE).

D. Mazur reviewed the requirements for leasing with MedTech Landing, LLC, stating that the lessee needs to show 3.5 times more in monthly earnings than the monthly rent amount; the lessee must have at least one year of employment, or a transfer; and co-signing for the lessee is not allowed. These requirements would make it difficult for a college student to rent, which will hopefully alleviate any concerns that GCC has about the project.

D. Mazur and S. Mazur left at 4:14 p.m.

Presentation – S. Eigenbrod attended the meeting to provide an update and summary of school engagement, workforce development, committee membership and tours that took place in 2023.

S. Eigenbrod and H. Owens left at 4:35 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 4:36 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. Clattenburg and approved by all members present.

1.2 Enter Public Session

P. Battaglia made a motion to enter back into public session at 5:30 p.m., seconded by C. Kemp and approved by all members present.

2.0 Chairman's Report & Activities

2.1 Upcoming Meetings:

Next Scheduled Board Meeting: Thursday, February 1st at 4:00 p.m.

Audit & Finance Committee Meeting: Tuesday, January 30th at 8:30 a.m.

STAMP Committee Meeting: Wednesday, January 31st at 8:00 a.m.

Governance & Nominating Committee: Thursday, February 1st at 3:00 p.m.

2.2 Agenda Additions / Deletions / Other Business – M. Fitzgerald stated that he received a request for an agenda addition from counsel for the Tonawanda Seneca Nation on Tuesday evening. Counsel requested that the GCEDC allow a team of biologists led by SUNY ESF to access the STAMP site from January through March to monitor an aquatic species. This request is like a previous request that we received from the Tonawanda Seneca Nation, which was not granted. Counsel for the Tonawanda Seneca Nation did not provide a reason for why additional monitoring or surveying is needed or appropriate. The GCEDC has confirmed with CC Environment and Planning, which is the Agency's STAMP environmental consulting firm, that the time for monitoring this species would not be completed during this timeframe.

There was no motion made to add the Tonawanda Seneca Nation request to the agenda.

M. Fitzgerald left the meeting at 5:33 p.m.

2.3 Minutes: December 7, 2023 –

P. Battaglia made a motion to accept the December 7, 2023, minutes as presented; the motion was seconded by M. Clattenburg. Roll call resulted as follows:

P. Battaglia - Yes

K. Manne - Yes

M. Clattenburg – Yes

C. Kemp - Yes

C. Yunker - Absent

P. Zeff - Yes

M. Gray - Absent

The item was approved as presented.

3.0 Report of Management

3.1 MedTech Landing, LLC - MedTech Landing, LLC is proposing to develop 80 units of market-rate housing at 53 MedTech Drive in the town of Batavia.

The \$15 million project would construct seven apartment buildings totaling 100,000 sq. ft. and includes 6 six-car garages. The project anticipates creating two positions (2 FTE).

The project is requesting assistance from the GCEDC with a sales tax exemption estimated at \$720,000, a property tax abatement estimated at \$3,031,048 via a fixed 10% 20-year PILOT (Housing PILOT for 20+ market-rate units), and a mortgage tax exemption estimated at \$120,000.

The project will also contribute \$50,000 per year for 20 years to the new Batavia Home Fund (BHF). The Town of Batavia, the City of Batavia and GCEDC have established this fund to enable housing development support in the city.

This will result in a net savings to the project of \$2,871,480.

The project aligns with the Genesee County Economic Development Center's Housing Policy #1 and a recognized need for housing availability. The Genesee County Housing Needs Assessment identified that 4,800 units are needed in the next 20 years across single-family homes and rental units.

M. Masse stated that included with the meeting materials was not only the normal economic impact model, but also a new section that captures the economic impact from potential housing projects. The modifications to the model calculate what residents would spend annually. For this project, total local household spending is projected to be \$2,937,200. The model also calculates how many jobs would be created by this additional spending. For the aggregate life of the PILOT, it is projected that 26 direct jobs and 6 indirect jobs would be created for a total of 32 jobs created. M. Masse noted that the housing project will enable the Batavia Home Fund via a fixed host agreement for \$50K annually for 20 years. Fire District Fees are planned at \$12,636 per year for 20 years. This totals \$1,252,720 of municipal revenue. Lastly, M. Masse noted that within the resolution, page 24 of the Board packet materials, there is "case law and the Office of the New York State Comptroller have expressed their opinions that residential housing development constitutes a project". The Project is eligible to apply to the Agency for these incentives.

Resolution No. 01/2024 - 01

RESOLUTION OF THE GENESEE COUNTY INDUSTRIAL DEVELOPMENT AGENCY D/B/A GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER (THE "AGENCY") (i) ACCEPTING AN APPLICATION OF MEDTECH LANDING, LLC WITH RESPECT TO A CERTAIN PROJECT (AS DEFINED BELOW, THE "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. Battaglia made a motion to accept Initial Resolution #01/2024-01, authorizing the acceptance of the application and scheduling of a public hearing as presented; the motion was seconded by C. Kemp. Roll call resulted as follows:

P. Battaglia - Yes
K. Manne - Yes

C. Yunker - Absent
P. Zeff - Yes

M. Clattenburg – Yes
C. Kemp - Yes

M. Gray - Absent

This item was approved as presented.

4.0 Audit & Finance Committee

4.1 November 2023 Financial Statements – L. Farrell reviewed the November 2023 financial statements with the Board. The following was noted:

- On the balance sheet restricted cash increased, which corresponds to an increase in accounts payable. We received the school PIF payment of \$92K from Yancey's Fancy. These payments are distributed to the Town of Pembroke. The funds were received in November and disbursed in December. Therefore, \$92K is included in accounts payable and restricted cash.
- On the P&L, we closed on the Forefront Power Project and we collected \$122K for the project origination fee.
- For most expenditure line items, we should be just under 92% of budget. This is the case for most line items; however, General and Admin is at 100% of budget. This line item includes insurance, which is known to be over budget and approved by the Board. This line item will be over budget for the December financial statements.
- Other than the above-mentioned items, there is normal monthly activity.

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

K. Manne made a motion to approve the November 2023 Financial Statements as presented; the motion was seconded by P. Battaglia. Roll call resulted as follows:

P. Battaglia - Yes
K. Manne - Yes
M. Clattenburg – Yes
C. Kemp - Yes

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

The item was approved as presented.

4.2 2024 County Funding Contract - The 2024 County Funding Contract was included with Board materials. The funding will remain the same as the previous year's amount of \$233,513 plus an additional \$25,000 to be used for administration of a workforce development program.

This was recommended for approval by the Committee.

K. Manne made a motion to approve the 2024 County Funding Contract as presented; the motion was seconded by M. Clattenburg. Roll call resulted as follows:

P. Battaglia - Yes
K. Manne - Yes
M. Clattenburg – Yes
C. Kemp - Yes

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

The item was approved as presented.

4.3 ECIDA Shared Services Contract – The GCEDC has a shared services agreement with Erie County Industrial Development Agency (ECIDA) for on call IT support services. The GCEDC has had this agreement since 2016 and has been very pleased with the service and response time to our issues. We would like to continue this agreement in 2024. The agreement is at an hourly rate of \$95. They also provide website hosting services for the GCEDC (\$600 annually), anti-virus software (\$720 annually), CRM Hosting (\$2,200 annually) and any version upgrade would be \$500 for each occurrence as required. Since 2016 there was a \$10 per hour increase in the hourly rate (2022). There are no changes from 2023 to 2024. All other amounts have remained the same as last year.

The following amounts were included in the 2024 budget:

Professional Services - \$5,000 for ECIDA IT consultant and \$600 for web hosting

Dues & Subscriptions - \$2,500 for ECIDA CRM Hosting and \$720 for antivirus software

Fund commitment: Not to exceed \$5,600 as included Professional Services, and \$2,920 as included in Dues & Subscriptions line items of the 2024 budget.

Committee action request: Recommend approval of not to exceed \$8,520 for on call IT support services, website hosting, anti-virus software, CRM hosting and upgrades with ECIDA for 2024.

K. Manne made a motion to approve the ECIDA Shared Services Contract not to exceed \$8,520 as presented; the motion was seconded by P. Battaglia. Roll call resulted as follows:

P. Battaglia -	Yes	C. Yunker -	Absent
K. Manne -	Yes	P. Zelif -	Yes
M. Clattenburg -	Yes	M. Gray -	Absent
C. Kemp -	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. Zelif

6.1 Nothing at this time.

7.0 Employment & Compensation – M. Gray

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, P. Battaglia made a motion to adjourn at 5:43 p.m., which was seconded by M. Clattenburg and passed unanimously.