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**GCEDC Board Meeting
Thursday, June 5, 2025
Location: 99 MedTech Drive, Innovation Room
4:00 PM**

GCEDC MINUTES

Attendance

Board Members: K. Manne, M. Clattenburg, P. Zeliff, C. Kemp, P. Battaglia, M. Gray, C. Yunker
Staff: M. Masse, L. Farrell, K. Galdun, C. Suozzi, P. Kennett, J. Krencik
Guests: M. Brooks (GGLDC Board Member), S. Noble-Moag (GGLDC Board Member),
G. Torrey (GGLDC Board Member), J. Tretter (GGLDC Board Member), D.
Cunningham (GGLDC Board Member), D. Watkins (HP Hood), A. Syed (HP
Hood), M. Petinella (Daily News), L. Wadhams (Genesee County), J. Gerace
(Genesee County), R. Gaenzle (Harris Beach)

Absent:

1.0 Call to Order

P. Zeliff called the meeting to order at 4:00 p.m. in the Innovation Zone.

L. Wadhams and J. Gerace joined the meeting at 4:01 p.m.

Presentation – HP Hood

A. Syed explained that HP Hood is in the Ag Park and that they package dairy products. The proposed project will include the construction of a two-bay, raw milk silo alcove and silo pads for four silos, Clean-in-Place (CIP) room for four CIP systems, remote truck testing lab and electrical room.

D. Watkins stated that one of the bays will be fully operational while the other one will be for future growth and necessity. This will put them at 42 tankers of milk per day and sets them up for long term growth.

C. Yunker expressed gratitude for their investment in our community and the dairy industry. D. Watkins stated that they are very proud of the workforce they have created that is made up of a lot of County residents.

C. Kemp joined the meeting at 4:02 p.m.

M. Gray joined the meeting at 4:03 p.m.

G. Torrey joined the meeting at 4:05 p.m.

D. Watkins (HP Hood), A. Syed (HP Hood), M. Petinella (Daily News), L. Wadhams (Genesee County), and J. Gerace (Genesee County) left the meeting at 4:05 p.m.

DRAFT

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 4:05 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.
3. 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 C. Yunker and approved by all members present.

P. Kennett left the meeting at 4:08 p.m. and returned at 4:14 p.m.

1.2 Enter Public Session

C. Yunker made a motion to enter back into public session at 4:28 p.m., seconded by P. Battaglia and approved by all members present.

M. Petinella (Daily News) returned to the meeting at 4:28 p.m.

2.0 Chairman's Report & Activities

2.1 Upcoming Meetings:

Next Scheduled Board Meeting: Thursday, July 10th at 4:00 p.m.

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

STAMP Committee Meeting: Wednesday, July 9th at 8:00 a.m.

P. Zeff stated that he will not be able to attend these meetings but would like to be available via video conference.

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

2.3 Minutes: May 1, 2025

C. Yunker made a motion to accept the May 1, 2025 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 - Yes
P. Zeff - Yes
M. Gray - Yes

The item was approved as presented.

3.0 Report of Management

DRAFT

3.1 Ivy Village Phase II – Final Resolution – Ivy Village Corp is planning its second phase (20 units) of a three phased (total 60 units) new construction project for market rate adult patio home development on 16 acres in the Village of Leroy. The first phase was completed with 20 units and buildings will total 27,760 sq. ft. The second phase will add 24,960 sq ft building for a combined construction of 52,720 sq ft.

The project is investing \$3.5 million for Phase 2.

The project is seeking assistance from the GCEDC in the form of a property tax abatement (\$669,440) using our Market Rate Housing PILOT (20 + Units) schedule which averages 61.5% savings over 20 years, a sales tax abatement (\$168,000), and a mortgage tax exemption (\$28,000).

3.1a UTEP -

P. Battaglia commented that on #5 of the UTEP he does not like the answer of N/A. He questioned whether housing should be included as a strategic industry and questioned how would we amend the UTEP if we wanted to add housing.

P. Zelif stated that if there was a change that they wanted to make, it would need to go back to the Governance & Nominating Committee. C. Yunker then added that he views the housing piece as a need to support the industries in the UTEP.

P. Battaglia stated that this was his only comment if Governance & Nominating Committee deems it necessary to address. There were no additional comments.

See the Statement of Compliance of Project Criteria listed in the Uniform Tax Exemption Policy (UTEP) attached to the minutes for additional Project details and Board approvals. The Board concurred with the UTEP.

A public hearing was held on May 28, 2025. There was no public comment at this time.

3.1b Final Resolution -

Resolution No. 06/2025 - 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 MAY 28, 2025, WITH RESPECT TO THE IVY VILLAGE CORP. (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, AND EQUIPPING OF THE PROJECT, (B) A PARTIAL REAL PROPERTY TAX ABATEMENT STRUCTURED THROUGH A TAX AGREEMENT AND (C) A PARTIAL MORTGAGE RECORDING TAX EXEMPTION; 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. Battaglia made a motion to approve the Final Resolution #06/2025-01, authorizing the incentives for Ivy Village Phase II as presented; the motion was seconded by M. Gray. Roll call resulted as follows:

DRAFT

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

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

The item was approved as presented.

3.2 HP Hood – Initial Resolution - HP Hood, LLC is planning to build a 7,722 sq ft facility at the Genesee Valley Agri Business Park in the town of Batavia with a total capital investment of \$25,968,000.

The project will include the construction of a two-bay, raw milk silo alcove and silo pads for four silos, Clean-in-Place (CIP) room for four CIP systems, remote truck testing lab and electrical room.

The project is requesting assistance from the GCEDC with a sales tax exemption estimated at \$1,122,394 and a property tax abatement estimated at \$84,097 based on the incremental increase in assessed value via a new traditional 10-year PILOT.

Resolution No. 06/2025 - 02

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

M. Gray made a motion to approve Initial Resolution #06/2025-02 for HP Hood, authorizing the acceptance of the project application and scheduling a public hearing 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 - Yes
P. Zelif - Yes
M. Gray - Yes

The item was approved as presented.

R. Gaenzle left the meeting at 4:33 p.m.

3.3 Public Outreach Update – As per prior discussions, J. Krencik wanted to give everyone an update on the ongoing outreach efforts.

1. Appletree Acres - A case study was presented at the annual meeting, with M. Masse actively engaging with the media to highlight key findings and provide additional context. Masse conducted an interview with *The Batavian*, which was well received and contributed to a broader understanding of the study.

DRAFT

2. Town of Alabama – M. Masse's outreach to the Town of Alabama continue to cover the STAMP project, going back to the initial agreements, and the economic results since then.

J. Krencik stated that the public outreach efforts will continue as they are requested by the Board and are beneficial to everyone here. The last mention was regarding the MedTech Landing project where J. Krencik stated tours were being held on two different days this week for board members and stakeholders. The apartments will be available to rent starting July 1st, 2025.

4.0 Audit & Finance Committee

4.1 April 2025 Financial Statements – L. Farrell reviewed the significant items of the April 2025 financial statements.

- On the balance sheet, grant receivables rose by \$500,000 for a payment to National Grid under a cost reimbursement agreement, which will later be reimbursed through a National Grid grant.
- Deposits increased by \$500,000 for a payment to NYPA under a cost reimbursement agreement. A deposit is recorded, and monthly expenditures are submitted detailing fund utilization. Expenses are recorded upon invoice receipt.
- On the Profit and Loss, three projects closed in April; Graham, Leatherleaf Solar, and Excelsior Energy.
- Other than the above-mentioned items, there was mostly normal activity.

The April 2025 financial statements were recommended for approval by the Committee.

K. Manne made a motion to approve the April 2025 Financial Statements as presented; the motion was seconded by C. Yunker. Roll call resulted as follows:

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

The item was approved as presented.

4.2 Proposal from Del Plato Casey Law Firm - Included with the meeting materials was a proposal from Del Plato Casey Law firm to handle all non-STAMP real estate matters (Leases, options, purchases and sales).

Fund Commitment: None. Any fees charged would be related to specific work requested on a case-by-case basis.

Committee Action Request: Recommend approval of the proposal.

M. Masse stated that members of the Del Plato Casey law Firm came in to discuss the proposal and answer any questions. He also stated that due to the amount of “quirky” things in Genesee County and the way they deal with real estate transactions, they possess a great deal of familiarity, experience, and willingness to handle the work proposed.

DRAFT

This was recommended for approval by the Committee.

K. Manne made a motion to approve the Del Plato Casey Law Firm Proposal as presented; the motion was seconded by P. Battaglia. Roll call resulted as follows:

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

The item was approved as presented.

5.0 Governance & Nominating Committee – C. Yunker

The Board voted on agenda items 5.1 through 5.3 collectively. The approval for these items follows agenda item 5.3. The Committee recommended these items for approval.

5.1 Procurement Policies & Procedures – This policy is required to be reviewed annually. There are no changes being recommended.

5.2 Investment Policy - This policy is required to be reviewed annually. There are no changes being recommended.

5.3 Disposition of Property Guidelines – This policy is required to be reviewed annually. There are no changes being recommended.

C. Yunker made a motion to approve agenda items 5.1- 5.3 as presented; the motion was seconded by M. Gray. Roll call resulted as follows:

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

The item was approved as presented.

M. Pettnella left the meeting.

5.4 Application for Financial Assistance – Changes were made to the application including administrative updates, clarification of questions and the removal of unnecessary questions – none of which were substantial.

Fund commitment: None.

Board action request: Approval of revised Application for Financial Assistance.

M. Masse stated that the changes are minor and the reasoning was to make the application process clearer and easier for companies applying.

DRAFT

C. Yunker made a motion to approve the Application for Financial Assistance as presented; the motion was seconded by K. Manne. Roll call resulted as follows:

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

The item was approved as presented.

5.5 Local Labor Policy –In line with previous discussions, it is recommended that local labor waiver requests from companies unable to find workers within the 14-county region receive strong consideration, provided they can employ workers from within New York State.

M. Masse stated that out of the 4 local labor waiver request types, they were asking for a revision to reason number 3 which would allow for strong consideration when utilizing workers within New York State when they were unable to find any within the 14-county region. This was also discussed with the unions back in December, of which they were in favor for.

This was recommended for approval by the Committee.

C. Yunker made a motion to approve the Local Labor Policy as presented; the motion was seconded by M. Clattenburg. Roll call resulted as follows:

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

The item was approved as presented.

5.6 Videoconferencing Policy – R. Gaenzle addressed the committee last month regarding the policy and the process of setting up a public hearing for its adoption. The policy would permit board and committee members to participate in a quorum via videoconferencing, but only under specific conditions. As part of the adoption process, the board must review the draft policy and conduct a public hearing.

P. Battaglia expressed concerns regarding the necessity of the policy, noting that videoconferencing for meetings was rarely needed in the past, except during Covid, when no issues arose. C. Yunker responded that he feels P. Battaglia's points make sense and that he did not realize that State Legislators are not being upheld to the same standards they are setting for us. He is willing to reconsider this matter in committee at another meeting.

P. Battaglia made a motion to table the Videoconferencing Policy to another committee meeting to be reconsidered; the motion was seconded by C. Yunker. Roll call resulted as follows:

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

The item was approved as presented.

6.0 STAMP Committee – P. Zeliff

6.1 Phillips Lytle 2025 Fee - Phillips Lytle has prepared a proposal to cover the scope of work for the remainder of 2025 as it relates to Tech Team support for the off site sewer permitting and wetland permitting, the wastewater treatment facility permitting, and force main installation.

Fund Commitment: Not to exceed \$500,000 to be included in the \$56 million.

Board Action Request: Recommend approval to the full Board of a Phillips Lytle contract not to exceed \$500,000.

P. Zeliff questioned where the fee from the prior year stood and if we used all the funds. L. Farrell responded that these funds are tracked in a binder, and that while she was unsure of the exact amount without looking it up, she felt we were close to reaching the allotted amount. She also reminded the members that we do receive detailed invoices monthly, that M. Masse reviews.

This was recommended for approval by the Committee.

P. Zeliff made a motion to approve the Phillips Lytle 2025 Fees not to exceed \$500,000 as presented; the motion was seconded by M. Gray. Roll call resulted as follows:

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

The item was approved as presented.

6.2 NYPA T Line Security Letter of Credit - NYPA is requiring a construction security requirement for the line restoration for any work done within the 345 kv ROW. The security request amount is \$4,000,000. The purpose of the security is to restore the line if the developer abandons the project midway and then NYPA is required to restore the lines.

They would like to establish a timeline of mid-July to get this executed. NYPA needs to have this in place before any work can be done related to line modification.

NYPA has stated that a Letter of Credit, Cash or Surety Bond is acceptable.

Fund Commitment: None.

Board Action Request: Recommend approval to the full Board of pursuing a Letter of Credit for security.

This was recommended for approval by the Committee.

DRAFT

P. Zeliff made a motion to approve pursuing a Letter of Credit as presented; the motion was seconded by P. Battaglia. Roll call resulted as follows:

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

The item was approved as presented.

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, M. Gray made a motion to adjourn at 4:47 p.m., which was seconded by C. Yunker and passed unanimously.



Project Name: Ivy Village Corp (Leroy)

Board Meeting Date: May 1, 2025

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

PROJECT DESCRIPTION:

Ivy Village Corp is planning to construct 20 units of market-rate adult patio homes as the second phase of a three-phase, 60-unit development on 16 acres in the Village of Leroy.

The project's first phase constructed 20 units and buildings totaling 35,312 sq. ft. The second phase will add 24,960 sq. ft of new buildings for a combined construction of 60,272 sq. ft.

The project is investing \$3.5 million for the second phase.

The 2024 Genesee County Housing Needs Assessment's recommendations included expanding housing options for the growing senior population by increasing the desirable supply of new, lower-maintenance housing. Previous studies identified a need for 4,800 total units over 20 years across multiple sectors, including rental units and single-family homes.

The project is seeking assistance from the GCEDC in the form of a property tax abatement (\$669,440) using our Market Rate Housing PILOT (20 + Units) schedule which averages 61.5% savings over 20 years, a sales tax abatement (\$168,000), and a mortgage tax exemption (\$28,000).

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

Project details: The project is planning to create 1 direct job with an average salary of \$21+ per hour.

Board Discussion: None

P. Battaglia made a motion to concur with Criteria #1; the motion was seconded by M. Gray. Roll call resulted as follows:

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

C. Yunker - Yes
P. Zelif - Yes
M. Gray - 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’s second phase will enhance the long-term tax base with an investment of \$3,500,000 and construction of 20 market-rate residential units totaling 24,960 sq. ft.

Board Discussion: None

P. Battaglia made a motion to concur with Criteria #2; the motion was seconded by M. Gray. Roll call resulted as follows:

P. Battaglia -	Yes	C. Yunker -	Yes
K. Manne -	Yes	P. Zelif -	Yes
M. Clattenburg –	Yes	M. Gray -	Yes
C. Kemp -	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: The project will contribute towards a “livable community” and both the 2024 Genesee County Housing Needs Assessment and the 2018 Genesee County Housing Study identify this type of housing as needed.

Board Discussion: None

P. Battaglia made a motion to concur with Criteria #3; the motion was seconded by M. Gray. Roll call resulted as follows:

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

The Fiscal impacts (discounted value) on Local Benefits totals \$2,762,708 (\$2,395,650 payroll and \$367,059 to the public in tax revenues). See attached MRB Cost Benefit Calculator.

Project details: For every \$1 of public benefit the company is investing \$4 into the local economy.

Board Discussion: None

P. Battaglia made a motion to concur with Criteria #4; the motion was seconded by M. Gray. Roll call resulted as follows:

P. Battaglia -	Yes	C. Yunker -	Yes
K. Manne -	Yes	P. Zeliff -	Yes
M. Clattenburg -	Yes	M. Gray -	Yes
C. Kemp -	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: N/A

Board Discussion: P. Battaglia expressed concerns about the "N/A" response in item #5 of the UTEP, questioning whether housing should be considered a strategic industry and how it could be added. P. Zeliff noted that any changes would need to go through the Governance & Nominating Committee, while C. Yunker emphasized housing as a necessary support for UTEP industries. Battaglia stated this was his only comment, leaving the matter to the committee's discretion, with no further discussion.

P. Battaglia made a motion to concur with Criteria #5; the motion was seconded by M. Gray. Roll call resulted as follows:

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

The item was approved as presented.

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

Project details: The project plans to begin construction in May of 2025 and be operational within 18 months.

Board Discussion: None

P. Battaglia made a motion to concur with Criteria #6; the motion was seconded by M. Gray. Roll call resulted as follows:

P. Battaglia - Yes

K. Manne - Yes

M. Clattenburg – Yes

C. Kemp - Yes

C. Yunker - Yes

P. Zelif - Yes

M. Gray - Yes

The item was approved as presented.

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