



Wednesday, January 9, 2008
8:00am – GCEDC Offices

MINUTES

ATTENDANCE

Agency Members: J. Vincent, J. Fulmer, L. Benton, H. Upson, W. Hinchey
Staff: S. Hyde, S. Lockwood, P. Kennett, C. Suozzi, C. Zambito, S. Cook
Guests:
Absent: J. Andrews (by phone), M. Gerber

CALL TO ORDER

J. Vincent called the meeting to order at 8:10 am in the Conference Room of the Genesee County Economic Development Center.

APPROVAL OF MINUTES

H. Upson made a motion to approve the December 18th meeting minutes seconded by W. Hinchey and approved by all.

OPERATIONS

•**Financial Year End Update** – S. Cook noted that \$887,000 in project participation fees were collected in 2007, One Mill Street’s revenue for the year looks to be about 20% higher than the previous year, and bank interest is \$23,000 more than budgeted, due to leveraging CD’s for additional interest income. Sue is currently working on the financials and will get them to the board as soon as she can.

SALES MANAGEMENT (Projects Overview)

•**Comfort Inn / DEV Enterprises** - DEV Enterprises is buying the 60 unit Comfort Inn, with plans to upgrade the facility. This is a stock sale and EZ benefits will be transferred with the remaining benefit period available to the new owners. The company will be investing \$2,890,000 in the building cost and \$260,000 in upgrades and remodeling, for a total capital investment of \$3,150,000. Seven jobs will be retained and five jobs will be created as a result of the project. The company will be looking for a sales tax exemption and a mortgage tax exemption. C. Suozzi anticipates that the project will be ready to close in February.

A public hearing will not have to be held as benefits are not over \$100,000.

The project is likely to attract a significant number of visitors from outside the economic development region as established by Section 230 of the NY State Economic Development Law, and therefore qualifies as a “tourism destination” under the Act.

After a short discussion W. Hinchey made a motion to approve the Inducement Resolution #01/2008-01, seconded by L. Benton.

RESOLUTION AUTHORIZING THE GENESEE COUNTY INDUSTRIAL DEVELOPMENT AGENCY D/B/A GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER TO (i) UNDERTAKE A CERTAIN PROJECT FOR THE BENEFIT OF DEV ENTERPRISE INC. OR AN ENTITY FORMED OR TO BE FORMED (THE "COMPANY"); (ii) NEGOTIATE, EXECUTE AND DELIVER A LEASE AGREEMENT, LEASEBACK AGREEMENT AND RELATED DOCUMENTS; (iii) PROVIDE FINANCIAL ASSISTANCE TO THE COMPANY IN THE FORM OF (A) A SALES TAX EXEMPTION FOR PURCHASES AND RENTALS RELATED TO THE ACQUISITION, CONSTRUCTION AND EQUIPPING OF THE PROJECT AND (B) A MORTGAGE RECORDING TAX EXEMPTION FOR THE FINANCING OR REFINANCING RELATED TO THE PROJECT; AND (iv) EXECUTE RELATED DOCUMENTS.

The project constitutes a “Type II action” under SEQRA and, therefore, no further action or determination under SEQRA is required.

The resolution was put to a vote by roll call that resulted as follows:

J. Andrews -	Absent	M. Gerber -	Absent
L. Benton -	Yes	H. Upson -	Yes
W. Hinchey -	Yes	J. Vincent -	Yes
J. Fulmer -	Abstained		

The resolution was approved as presented.

J. Fulmer abstained due to the relationship with the company at his place of employment.

•**RJ Precision** - Currently RJ Precision has purchased an existing building in the Town of Stafford and are planning on remodeling and adding

on 2,000 square feet for an estimated cost of \$55,000 plus electrical upgrades of \$28,000. The total capital investment is \$268,000, the company can expect to receive \$4,120 in sales tax exemptions and \$15,490 in property tax exemptions. The company will retain 5 jobs and create 1 new job.

The PILOT will be the standard 60% tax abatement over 10 years on the increased assessment incurred by adding on to the building.

A public hearing will not have to be held as benefits are not over \$100,000.

A Short Environmental Assessment was performed by the Town of Stafford.

After a short discussion J. Fulmer made a motion to approve the Inducement resolution #01/2008-02, seconded by H. Upson.

RESOLUTION AUTHORIZING THE GENESEE COUNTY INDUSTRIAL DEVELOPMENT AGENCY D/B/A GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER TO (i) UNDERTAKE A CERTAIN PROJECT FOR THE BENEFIT OF R.J. PRECISION, LLC (THE "COMPANY"); (ii) NEGOTIATE, EXECUTE AND DELIVER A LEASE AGREEMENT, LEASEBACK AGREEMENT, PAYMENT-IN-LIEU-OF-TAX AGREEMENT AND RELATED DOCUMENTS; (iii) PROVIDE FINANCIAL ASSISTANCE TO THE COMPANY IN THE FORM OF (A) A SALES TAX EXEMPTION FOR PURCHASES AND RENTALS RELATED TO THE ACQUISITION, CONSTRUCTION AND EQUIPPING OF THE PROJECT, (B) A PARTIAL REAL PROPERTY TAX ABATEMENT THROUGH A PAYMENT-IN-LIEU-OF-TAX AGREEMENT, AND (C) IF NECESSARY, A MORTGAGE RECORDING TAX EXEMPTION FOR THE FINANCING OR REFINANCING RELATED TO THE PROJECT; AND (iv) EXECUTE RELATED DOCUMENTS.

The project constitutes a "Type II action" under SEQRA and, therefore, no further action or determination under SEQRA is required.

The resolution was put to a vote by roll call that resulted as follows:

J. Andrews -	Absent	M. Gerber -	Absent
L. Benton -	Yes	H. Upson -	Yes
W. Hinchey -	Yes	J. Vincent -	Yes
J. Fulmer -	Yes		

The resolution was approved as presented.

REAL ESTATE DEVELOPMENT / MANAGEMENT / INDUSTRY SOLUTIONS

•WNY STAMP:

Town of Alabama Community Acceptance Survey – The WNY STAMP surveys have been tabulated, 42% of the surveys mailed out were returned, and of that 78% believe that the Town should investigate the STAMP project further. 75% of the surveys returned came from both land owners and registered voters. The company conducting the survey would like to do a case study on how this study was done because the return rate was so great. This is a good model on how we should do larger projects in the future.

After the public hearings were held we really weren't sure that the community would be in favor of considering a project like this, but the silent majority really seemed to speak out through the survey.

The survey cost the agency approximately \$15,000 to complete.

C. Zambito will ask the Alabama Town board for an official resolution stating that the GCEDC can move forward with the WNY STAMP Project.

•Med Tech Park:

Commercialization Center – S. Hyde discussed the idea of a commercialization center located at the Med Tech Park, it could provide low cost space to companies who are beyond an incubator model, but are not ready to build their own building. By assisting companies in this way, the Center would be helping to anchor the business to this community.

Rural AHEC Grant From FCC – The Rural AHEC project run by Ken Oakley has been very successful, the grant funds helped to do a study that has been creating all sorts of opportunities in the Medical Technology field. Mr. Oakley hopes to open his offices at the Med Tech Park and continue his work in developing better access to specialists for rural hospitals.

•Genesee Valley Agri-Business Park:

Update – S. Hyde is working with our attorneys at Harris Beach to ensure compliance with PAAA, regarding the partnership plan for the Agri-Business Park. An all involved parties meeting is set for Friday to discuss the project and to help the project move along.

ESD Grant Application – S. Lockwood submitted a preliminary application for the \$3 million grant that the Center was approved for regarding the Genesee Valley Agri-Business Park. He does not expect to receive any of the grant funds until the SEQRE process is finished.

Marketing / Sales Plan – The BNE and the GRE are helping to market the Genesee Valley Agri-Business Park. C. Zambito toured the Ecovation plant and discussed future opportunities with the development of the Park. Ecovation was excited about the possibilities and have agreed to help market the Park as well.

EMPIRE ZONE / FINANCING / GRANTS

Genesee County Economic Development Center

One Mill Street, Batavia, New York 14020

585-343-4866 Fax: 585-343-0848 Toll Free: 1-877-343-4866

Email: gcedc@gcedc.com Web: www.gcedc.com

•**City to Cities Grant: Round 2** – The \$3 million grant we were approved for the Agri-Business Park was the first round of the Cities to Cities Grant that was intended for metros, although we were able to secure it with a strong plan for the Ag Park. The second round is being offered to tier two cities, which we qualify to apply for. S. Lockwood will be submitting two applications one for the Med Tech Park and the second for the Harvester Redevelopment Project.

OTHER BUSINESS / POLICY ISSUES

•**The Annual Meeting will be held March 14th**

EXECUTIVE SESSION

W. Hinchey made a motion to enter into executive session under the Public Officers Law, Article 7, Open Meeting Law Section 105, paragraph d, at 9:04am, for the following reasons:

1. To discuss the financial history of several corporations.
2. Employment history for Ron Nowatchic

The motion was seconded by L. Benton and approved by members.

ADJOURNMENT

After exiting from executive session, as there was no further business, L. Benton made a motion to adjourn at 10:00 am, seconded by H. Upson.

Future Meetings:

Tuesday, January 22 nd	- 8:00 am @ GCEDC Offices
Wednesday, February 13 th	- 8:00 am @ GCEDC Offices
Tuesday, February 26 th	- 8:00 am @ GCEDC Offices