



Thursday, July 2, 2009
4:00 pm – GCEDC Offices

MINUTES

ATTENDANCE

Agency Members: J. Andrews, J. Vincent, H. Upson, W. Hinchey, J. Fulmer
Staff: S. Hyde, S. Lockwood, S. Cook, P. Kennett, C. Suozzi, C. Zambito, Samantha Hawley
Guests: – By Phone till 5:05pm, **P. Mrozack (Batavia Daily News),
***J. Gsell (Genesee County Manager)
Absent: M. Gerber, L. Benton

CALL TO ORDER / ENTER PUBLIC SESSION

J. Andrews called the meeting to order at 4:15 p.m. in the Conference Room of the Genesee County Economic Development Center.

EXECUTIVE SESSION

J. Vincent made a motion to enter into executive session under the Public Officers Law, Article 7, Open Meeting Law Section 105, paragraph d, at 4:15 p.m., for the following reasons:

1. To discuss the financial history of particular corporations.

The motion was seconded by H. Upson and approved by members.

*** - left the meeting at 5:05
Jay Gsell left at 5:45.

RE-ENTER PUBLIC SESSION

J. Fulmer made a motion to enter back into public session at 6:16 p.m., seconded by J. Vincent and approved by all.

** Paul Mrozack of the Batavia News joined the meeting.

3a. Agenda Alterations (additions):

OPERATIONS

4a*. May Financial Statements – S. Hyde noted the following regarding the May Financial Statements:

- Annual dues, Workforce Development and Corp. Park Engineering fees drives the \$50K monthly operating loss (EBITA)
 - o Of that \$11K Workforce Development costs are reimbursable with grant funds
 - o \$26K Engineering fees were paid with grant funds received in April
 - o EBITA (\$13K) net the above
- Project fee revenue of \$244K anticipated within the next 60-90 days
- \$19,596 Project participation fees received
- Received grant management fees from the GGLDC
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4b*. Corporate Park Procurement Contracts Summary – S. Hyde reviewed a Corporate Park Procurement Contracts Summary that was prepared by S. Cook for the board. The summary shows the contracts that the GCEDC / GGLDC are involved in, the contract amount, the amount paid to date and the amount that is still owed.

4c. CFO Position – Lezlie Farrell will be starting Monday as the new CFO.

SALES MANAGEMENT (Projects Overview)

5a. Retention Program –

5b* Manor House Resolution –

5c* Profit 101 Workshop – The GCEDC is sponsoring a Profit 101 Workshop that will be presented by High Tech Rochester on July 14, 2009 at 8:00am – 12:00/noon.

REAL ESTATE DEVELOPMENT / MANAGEMENT / INDUSTRY SOLUTIONS

6a. Buffalo East Park: Grant Opportunities –

6b. Genesee Valley Ag Park: Bond Closing -

6c. MedTech Centre: Allotment II Work Authorization –

EMPIRE ZONE / FINANCING / GRANTS

7a* Empire Zone Administrative Funding –

7b. Yancey Fancy Loan Request –

MARKETING / WORKFORCE / COMMUNITY DEVELOPMENT

8a. BEST Center Advisory Board –

8b* DOL 13N Grant Resolution : Year 2-

8c. 30th Anniversary Summer Insert –

POLICY ISSUES / HUMAN RESOURCES / OTHER BUSINESS

9a* Resolution for Support Consolidation Study –

9b. The Semi-Annual Meeting / 30th Anniversary Celebration will be held on August 6th at Terry Hills – Invitations for our 30th Anniversary Celebration will be going out by the end of next week. We would like to start the evening with a short board meeting at 3:00, a bus tour at 4:00 followed by cocktails and hors' d'oeuvres and dinner at 6:45. A power point slide show will be running continuously displaying pictures of present and past board members, projects and parks through the years. Terry Hills is setting up a podium and mic for speakers. We are inviting past board members, directors and deputy directors. Chad Zambito is having polo's made for the attendees.

9c* IDA awareness Campaign Summary – The GCEDC participated in an IDA Awareness Campaign along with other IDA's in ESD's Finger Lakes Region. The group hired Dixon Schwabl to create and implement the campaign which included print, radio, TV and online components. It was a 12 week campaign that began on March 16th. The results are:

- The website (yourlocalida.com) generated 1,353 visits from 959 unique visitors, 18 of which came from Batavia.
- The campaign reached 81.5% of the target audience (adults 35-64).
- Price/Impression = \$1.51
- Total PR impressions (including radio shows (eyes on the future, Bill Nojay), print and online articles (working for a Healthier Local Economy) = 278 Million.

Genesee County Economic Development Center

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CONSENT ITEMS

10a. May Financial Statements (discussed above 4a)

10b. Manor House Resolution (discussed above 5b)

Resolution #07/2009-01

RESOLUTION AUTHORIZING THE GENESEE COUNTY INDUSTRIAL DEVELOPMENT AGENCY D/B/A GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER TO (i) APPOINT MANOR HOUSE, LLC (THE "COMPANY") AS ITS AGENT FOR THE PURPOSE OF UNDERTAKING A CERTAIN PROJECT; (ii) PROVIDE THE COMPANY WITH A SALES AND USE TAX EXEMPTION FOR PURCHASES AND RENTALS RELATED TO THE PROJECT; AND (iii) EXECUTE AN AGENT AGREEMENT, SALES TAX EXEMPTION LETTER AND BILL OF SALE AND RELATED DOCUMENTS

10c. MedTech Centre: Allotment II Work Authorization (discussed above 6c)

10d. Empire Zone Administrative Funding (discussed above 7a)

Resolution #07/2009-02

RESOLUTION BY THE GENESEE COUNTY INDUSTRIAL DEVELOPMENT AGENCY D/B/A GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER TO SUPPORT THE GENESEE COUNTY EMPIRE ZONE WITH ADMINISTRATIVE FUNDING

10e. Yancey Fancy Loan Request (discussed above 7b)

10f. DOL 13N Grant Resolution: Year 2 (discussed above 8b)

Resolution #07/2009-03

RESOLUTION BY THE GENESEE COUNTY INDUSTRIAL DEVELOPMENT AGENCY D/B/A GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER TO ACCEPT THE YEAR II DOL 13-N GRANT

10g. Resolution for Support Consolidation Study (discussed above 6c)

Resolution #07/2009-04

RESOLUTION BY THE GENESEE COUNTY INDUSTRIAL DEVELOPMENT AGENCY D/B/A GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER TO SUPPORT THE TOWN AND CITY OF BATAVIA CONSOLIDATION PROCESS

10h. Approval of the June 4th meeting minutes

H. Upson made a motion to approve the Consent Items, the motion was seconded by J. Vincent. Roll call resulted as follows:

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

The Consent Items were approved as presented.

ADJOURNMENT

As there was no further business, H. Upson made a motion to adjourn at 6:55 p.m., seconded by L. Benton and passed unanimously.

Future Meetings:

Thursday, August 6th - 3:00 pm, Terry Hills Conference Room

4:00 pm Bus Tour
Followed by Cocktails & Hors' d'ouvres
Dinner at 6:45

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