



Monday, July 21, 2008
8:00 am – GCEDC Offices

MINUTES

ATTENDANCE

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

CALL TO ORDER

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

APPROVAL OF MINUTES

W. Hinchey made a motion to approve the July 9th meeting minutes seconded by H. Upson and approved by all.

REAL ESTATE DEVELOPMENT / MANAGEMENT / INDUSTRY SOLUTIONS

Town of Batavia Grant – The Town of Batavia has approved a \$225,000 economic development grant in support of infrastructure at the Genesee Valley Ag Park. This is the third year in a row that the Town of Batavia has helped to seed development within the Town. The Town has been a solid partner in their efforts to help support development of Gateway II, Med Tech Park and now the Genesee Valley Ag Park.

Pembroke Commerce Park Update – The Genesee County Highway Department has completed the first 510 feet of road at Pembroke Commerce Park, this opens up approximately 15 -20 acres of land for development

Med Tech Park Update – Paving of the road at the Med & Tech Park has begun.

8:20 a.m. ** Mike Gerber arrived for the meeting**

SALES MANAGEMENT (Projects Overview)

Liberty Pumps Tax Exempt Bond (Final Resolution) – R. Gaenzle reminded the board that the inducement resolution for Liberty Pumps had been approved in February of 2008, since then the company has been working through the financing details with the state. A resolution will be going to the Ways and Means Committee of the Genesee County Legislature followed by the Genesee County Legislature on August 6th as the company plans to close on the 8th of August.

All IDA's / County Agencies are given an allocation from the state on available bond funds, based upon population. Genesee County's is less than one million, so the \$3 million bond needed by Liberty pumps had to be requested from the state reserve.

Project Details: RJ Properties / Liberty Pumps will be constructing a 64,000 square foot addition to their current manufacturing facility and reconfiguring approximately 6,000 square feet of existing manufacturing space into expanded office, research and development, and support services space. Also included in this project are various pieces of manufacturing equipment to improve workflow, productivity, and response to customers. The company will be able to claim Empire Zone property tax credits based upon the PILOT payments made, therefore C. Suozzi offered the company a 45.5% PILOT that will bring the overall benefit to the company to a combined 60% of the increased value of the land and building.

Based on a consolidated view of the company, for every \$1 of public benefit, the company is investing \$22.33 into the local economy. Total capital investment is approximately \$4,000,000 and includes \$3,150,000 in building costs, \$430,000 in equipment, \$280,000 in land costs, and \$140,000 in issuance and soft costs. They will be creating 15 new jobs and retaining 82. The company will receive approximately \$126,000 in sales tax exemptions, \$50,000 in mortgage tax exemptions, and \$326,399 in property tax exemptions, for a total of \$502,399 in combined benefits.

The GCEDC is selling the land to the company for \$280,000.

Russ Gaenzle asked the board to approve the resolution to authorize the issuance of the bond and the execution of all documents involved with the bond to Liberty Pumps.

After a short discussion J. Vincent made a motion to approve the Resolution #07/2008-01, seconded by M. Gerber.

RESOLUTION AUTHORIZING THE ISSUANCE, EXECUTION, SALE AND DELIVERY BY THE GENESEE COUNTY INDUSTRIAL DEVELOPMENT AGENCY D/B/A GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER OF ITS INDUSTRIAL DEVELOPMENT REVENUE BONDS (R.J. PROPERTIES, LLC PROJECT), SERIES 2008, IN ONE OR MORE SERIES IN AN AGGREGATE PRINCIPAL AMOUNT NOT TO EXCEED \$6,500,000 AND THE EXECUTION AND DELIVERY OF RELATED DOCUMENTS.

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

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

The resolution was approved as presented.

EMPIRE ZONE / FINANCING

BAR Process – Friday was the deadline for Empire Zone businesses to turn in their Business Annual Report; S. Lockwood has electronically submitted them to Empire State Development. Only one of the businesses did not return their report and will be decertified as a result. The company, Angelica Textile Services probably would have been decertified regardless, due to their decrease in employment.

MARKETING

Website – The website has been updated with a new look and additional information. Todd Travaglini did a great job on it; please take a look at it when you have an opportunity.

WIRED – C. Zambito is working on a \$200,000 to \$500,000 grant for workforce development in advanced manufacturing.

Traco – C. Suozzi and C. Zambito are working on a case study of how Traco Manufacturing has used the Empire Zone program to move from an incubator here at One Mill Street to purchasing their own building.

POLICY ISSUES / HUMAN RESOURCES / OTHER BUSINESS

Semi-Annual Meeting - GCEDC's semiannual meeting will be held on Tuesday, August 12th at Terry Hills. A business meeting will be held at 4:30 with the social portion of the meeting beginning at 6:00.

EXECUTIVE SESSION

H. Upson made a motion to enter into executive session under the Public Officers Law, Article 7, Open Meeting Law Section 105, paragraph d, at 8:25 a.m., for the following reasons:

1. To discuss the financial history of particular corporations.
2. The proposed sale / acquisition of property that would otherwise affect the value of the property.

The motion was seconded by M. Gerber and approved by members.

ADJOURNMENT

As there was no further business, J. Vincent made a motion to adjourn at 8:35 a.m., seconded by H. Upson and passed unanimously.

Future Meetings:

****Tuesday, August 12th**

**- Semi Annual Dinner Meeting at
Terry Hills 4:30 pm (Conf. Room)
Cocktails @ 6:00, Dinner @ 6:30**

Tuesday, August 26th

- 8:00 am @ GCEDC Offices

Wednesday, September 10th

- 8:00 am @ GCEDC Offices

Tuesday, September 23rd

- 8:00 am @ GCEDC Offices

Genesee County Economic Development Center

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