



**Tuesday, August 6, 2009**  
**2:00 p.m. – Terry Hills Conference Room**

## MINUTES

### ATTENDANCE

Agency Members: J. Andrews, J. Vincent, H. Upson, \*\*J. Fulmer, L. Benton  
Staff: S. Hyde, S. Lockwood, S. Cook, P. Kennett, C. Suozzi, L. Farrell, C. Zambito  
Guests: J. Gsell (GC Manager), \*R. Henry (Clark Patterson), \*\*\*R. Gaenzle (Harris Beach),  
\*\*\*M. Surtell (Batavia Daily News), Laurie Nanny, Lynn Gehlert, Nick Gehlert,  
C. Allan Reeve (Hiscock & Barclay, LLP)  
Absent: M. Gerber, W. Hinchey

### CALL TO ORDER / ENTER PUBLIC SESSION

J. Andrews called the meeting to order at 1:55 p.m. in the Conference Room at Terry Hills.

### 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 1:55 a.m., for the following reasons:

1. To discuss the financial history of particular corporations.
2. To discuss possible litigation

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

\* Rick Henry (Clark Patterson) arrived for the meeting at 2:13 p.m.  
\*\* J. Fulmer arrived for the meeting at 2:18 p.m.  
\*\*\* R. Gaenzle (Harris Beach) arrived for the meeting at 2:33 p.m.

### RE-ENTER PUBLIC SESSION

J. Fulmer made a motion to enter back into public session at 3:30 p.m., seconded by L. Benton and approved by all.

\*\*\* M. Surtell (Batavia Daily News), Laurie Nanny, Lynn Gehlert, Nick Gehlert, C. Allan Reeve (Hiscock & Barclay, LLP) joined the meeting.

### OPERATIONS

**4a. GCEDC Budget** – S. Cook informed the board that she will need to schedule a special board meeting for the end of the month in order to approve the 2010 GCEDC Budget. The budget needs to be submitted to the Genesee County Manager's office by September 1<sup>st</sup>.

**4b. June Financial Statements** – S. Cook noted the following regarding the June Financial Statements:

- Anticipated project fee revenue of \$234K within the next 60-90 days
- RLF #2 / Automotive loan funds will be transferred to the GGLDC in 2009 to accomplish de-federalization of the funds, making funds available for additional economic development activities.
- Anticipated DOL / Workforce Development Grant of \$42k in the next 30-60 days

### SALES MANAGEMENT (Projects Overview)

**5a. Gateway I Land Sale** – C. Suozzi asked the board to approve the sale of 3.079 acres for \$50,000 per acre, the land is located within the Gateway I Corporate Park and will be sold to a Midwest developer looking to build commercial office space. C. Stefanou Realtors, LLC out of Rochester, NY brokered the land sale and will receive a commission on the sale.

**5b. Millennium Computer** – Deferred

### REAL ESTATE DEVELOPMENT / MANAGEMENT / INDUSTRY SOLUTIONS

**6a. Med Tech Centre: GCEDC Rural Development Loan Guarantee** – Deferred

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**Genesee County Economic Development Center**

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585-343-4866 Fax: 585-343-0848 Toll Free: 1-877-343-4866  
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**MARKETING / WORKFORCE / COMMUNITY DEVELOPMENT**

**8a. FAM Tour** – C. Zambito informed the board that he is working on setting up FAM (Familiarization) Tours in an effort to expand the effective marketing of our shovel ready parks, enhance our sales channel model and present our referral program. The GCEDC plans to offer at least three tours targeting commercial realtors, economic developers, commercial developers and elected officials through our partners the Buffalo Niagara Enterprise (BNE) & the Greater Rochester Enterprise (GRE). Information on our extensive offerings will be given in an effort to increase awareness and gain support in our initiatives.

**CONSENT ITEMS**

**10a. June Financial Statements**

**10b. Gateway I Land Sale (discussed in 5a)** – C. Suozzi asked the board to approve the sale of 3.079 acres for \$50,000 per acre, the land is located within the Gateway I Corporate Park and will be sold to a Midwest developer looking to build commercial office space. C. Stefanou Realtos, LLC out of Rochester, NY brokered the land sale and will receive a commission on the sale.

**10c. Millennium Computer (discussed in 5b)** – Deferred

**10d. Med Tech Centre: GCEDC Rural Development Loan Guarentee** - Deferred

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

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

**The Consent Items were approved as presented.**

**ADJOURNMENT**

As there was no further business, J. Fulmer made a motion to adjourn at 3:37 p.m., seconded by L. Benton and passed unanimously.

**Future Meetings:**

Thursday, September 3<sup>rd</sup> - 4:00 pm, GCEDC Conference Room