



**Tuesday, September 23, 2008**  
**8:00 am – GCEDC Offices**

**MINUTES**

**ATTENDANCE**

Agency Members: J. Vincent, J. Andrews, L. Benton, H. Upson, J. Fulmer\*\*  
Staff: S. Hyde, S. Lockwood, C. Suozzi, P. Kennett,  
Guests: J. Gsell (Genesee County Manager), Doug Dimitroff (Phillips Lytle), Rick Henry (Clark Patterson),  
P. Mrozack (Batavia Daily News)  
Absent: W. Hinchey, M. Gerber

**CALL TO ORDER**

J. Andrews called the meeting to order at 8:08 a.m. in the Conference Room of the Genesee County Economic Development Center.

**APPROVAL OF MINUTES**

H. Upson made a motion to approve the September 10<sup>th</sup> meeting minutes seconded by J. Vincent and approved by all.

**OPERATIONS**

**August Financial Statements** – S. Hyde reviewed the August Financial Statements, the following was noted:

- Project participation fees and land sales have driven the year to date profit of \$349,000 (EBITDA)
- Recognized \$150,000 Darien Lake Project Fee (April) of which \$1,045,000 is recorded as a receivable / deferred revenue. Annual payments to be made over 7 years (2008 through 2014)
- Anticipated project fee revenue of \$24.3K due in 60-90 days.
- The strategic reserve is about \$250,000-\$300,000 and will be used as working capital for ongoing projects
- Construction at the Parks are slowing down, most of the investments planned for 2008 have already been made.
- Continuing a checkbook approach to investing in the Parks.

J. Vincent made a motion to approve the August Financial Statements, seconded by L. Benton and approved by all board members.

**REAL ESTATE DEVELOPMENT / MANAGEMENT / INDUSTRY SOLUTIONS**

**Ag Park** – S. Hyde reported that the GGLDC closed on the land acquisition for the Ag Park and that the LDC will be authorizing the investment of the land into the Genesee Valley Ag Park, LLC.

The site plan review is moving along quickly, and S. Hyde expects that predominant infrastructure will go in over the winter.

A positive declaration was declared under SEQR by the Town of Batavia Planning Board for this project. This means that they, the planning board, feel that the project could have a negative impact on the environment and more information and studies are necessary to determine how the project could be feasibly implemented. To do this a Draft Generic Environmental Impact Statement (DGEIS) has been completed by Clark Patterson, as part of the SEQR process. The DGEIS allows for flexibility and will allow for a quicker time to market for companies wishing to locate here, as changes can be made fairly easy. The Town of Batavia Planning Board accepted the draft, at which point it was distributed to all of the involved agencies and at the discretion of the planning board, a public hearing was set. The public hearing has since been held and no comments were made from the public. We have a couple more days to get comments from the involved agencies, then Clark Patterson will respond to all comments that were made, issue the Final Generic Environmental Impact Statement with responses to the comments to all of the involved agencies. SEQR is pretty much done at that point unless within 10 days we receive substantial comments from any involved agencies.

**Corporate Park Financial Review** – Will discuss at the next board meeting.

**WNY STAMP Feasibility Study Final Report** – The Phase I Feasibility Study will be presented to the Town of Alabama on Thursday, September 25<sup>th</sup> at 7:00 P.M. at the Alabama Fire Department Recreation Hall on Judge Road. The study was done to determine if a Science & Technology Advanced Manufacturing Park is feasible in the Town of Alabama. The infrastructure costs are hefty, but only 1/6<sup>th</sup> of the amount it cost to develop Luther Forest, a similar large scale manufacturing park IN THE Albany N.Y. area.

**EMPIRE ZONE / FINANCING**

**UPS De-Certification** – S. Lockwood conducted a review of the businesses certified under the Empire Zone Program, taking a close look at the projected increased employment versus the employment that they have actually created.

UPS in Batavia was certified in 2004 and have not performed as they had projected, due to that fact S. Lockwood has started the proceedings to de-certify the business under the Empire Zone Program.

J. Andrews suggested that S. Lockwood notify the Company personally of the circumstances.

**MARKETING / WORKFORCE / COMMUNITY DEVELOPMENT**

**Chamber Public Policy Committee: Position Paper on Emerging Workforce** – The Genesee County Chamber of Commerce is leading the way in an initiative to deal with the “Brain Drain” from Genesee County, the decline in educated, skilled and semiskilled workers. The Policy Committee of the Genesee County Chamber of Commerce is considering ways to address the issue by using a two pronged approach – mitigating emigration and stimulating immigration to our region. Their proposal is to form an ad hoc committee to look into adding a “stay local” component to existing programs, basically a sales pitch to better educate our young people on the benefits of Upstate. A second prong would be to emulate the Buffalo Homecoming program, utilizing existing community activities such as Summer in the City and the OATKA Festival where young people who have moved away come back for a family get together or reunion and add a quasi job fair to the activity. A booth at these events could be stocked with brochures displaying all the great things about our community, what is available in the real estate market, as well as what local employment opportunities exist. In order to move forward with an initiative like this the Chamber realizes that they will need an individual assigned and dedicated to the task of making it happen. One suggestion is to utilize the BEA representative expanding this person’s hours from 32 to 40 hours, funding could be found through a combination of grants and solicitations made from local businesses. The vision would be a two year program at an estimated cost of \$10,000 a year.

**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.
- 3. To discuss possible litigation.

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

**\*\* J. Fulmer arrived for the meeting at 8:40 A.M.**

L. Benton made a motion to enter back into regular session at 10:02 a.m. seconded by H. Upson and approved by all.

**REAL ESTATE DEVELOPMENT / MANAGEMENT / INDUSTRY SOLUTIONS**

**SEQR: Lead Agency** – S. Hyde asked the board to take action to initiate SEQR by assuming the role of lead agency to develop the land for the Buffalo East Corporate Park given the market opportunities.

After a short discussion H. Upson made a motion to approve Resolution #09/2008-01, along with assuming lead agency and to move forward with SEQR in regard to the development of the Buffalo East Corporate Park, the motion was seconded by J. Fulmer.

RESOLUTION THAT THE EXECUTIVE DIRECTOR OF THE COUNTY OF GENESSEE INDUSTRIAL DEVELOPMENT AGENCY TAKE ACTIONS TO ACQUIRE 238.0 ACRES OF “INTERCHANGE” ZONED PROPERTY LOCATED AT INTERSECTION OF MAIN ROAD (NYS ROUTE 5) AND ALLEGHANY ROAD (NYS ROUTE 77), TOWN OF PEMBROKE, NY (“SITE”) AUTHORIZATION TO ACCEPT \$225,000 GRANT FROM THE TOWN OF BATAVIA PURSUANT TO TOWN OF BATAVIA LOCAL LAW NO. 4 OF THE YEAR 2008

The resolution was put to a vote by roll call that 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 resolution was approved as presented.

**ADJOURNMENT**

As there was no further business, J. Vincent made a motion to adjourn at 10:03 a.m., seconded by H. Upson and passed unanimously.

**Future Meetings:**

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| Wednesday, October 8 <sup>th</sup>   | - 8:00 am @ GCEDC Offices |
| Tuesday, October 21 <sup>st</sup>    | - 8:00 am @ GCEDC Offices |
| Wednesday, November 12 <sup>th</sup> | - 8:00 am @ GCEDC Offices |
| Tuesday, November 25 <sup>th</sup>   | - 8:00 am @ GCEDC Offices |