



**Thursday, March 3, 2016**  
**Upstate MedTech Centre – Suite 107**  
**4:00 PM**

**GCEDC MINUTES**

**Attendance**

Board Members: P. Battaglia, M. Wiater, J. Rizzo, P. Zeliff, M. Davis, C. Yunker

Staff: S. Hyde, L. Farrell, M. Masse, C. Suozzi, R. Tabelski, E. Richardson, P. Kennett

Guests: H. Upson (GGLDC Board Member), S. Noble-Moag (GGLDC Board Member), W. Hinchey (GGLDC Board Member), Russ Gaenzle (Harris Beach), R. Endress (Harris Beach), Jay Gsell (Genesee County), Rick Winter (Richardson Management), Fred Hiffa (Park Strategies), Megan Osika (Park Strategies), Mike Pettinella (Buffalo News), Ginny Kropf (The Daily News)

Absent: M. Gray

**1.0 Call to Order / Enter Public Session**

P. Battaglia called the meeting to order at 4:00 pm in the Upstate MedTech Centre Innovation Zone conference room.

**1.1 Executive Session**

C. Yunker made a motion to enter into the executive session under the Public Officers Law, Article 7, Open Meetings Law Section 105, at 4:03 pm, for the following reasons:

- To discuss the medical, financial, credit or employment history of a particular person or corporation, or matters leading to the appointment, employment, promotion, demotion, discipline, suspension, dismissal or removal of a particular person or corporation.
- The proposed acquisition, sale or lease of real property or the proposed acquisition of securities, or sale or exchange of securities held by such public body, but only when publicity would substantially affect the value thereof.

The motion was seconded by P. Zeliff and approved by all members present.

**Rick Winter, Fred Hiffa and Megan Osika joined the meeting at 4:50pm.**

**1.2 Re-Enter Public Session**

C. Yunker made a motion to enter back into public session at 5:02 p.m., seconded by P. Zeliff and approved by all members present.

**M. Pettinella and G. Kropf entered the meeting at 5:02pm.**

**Rick Winter, Fred Hiffa and Megan Osika left the meeting at 5:02pm.**

**2.0 Chairman's Report & Activities**

**2.1 Upcoming Meetings** – P. Battaglia reviewed the upcoming meetings with the Board.

Next Scheduled Board Meeting: Thursday, March 24<sup>th</sup> at 4:00pm  
STAMP Committee Meeting: Thursday, March 17<sup>th</sup> at 8:00am  
Audit & Finance Committee Meeting: Thursday, March 24<sup>th</sup> at 3:00pm

**2.2 Agenda Additions / Deletions / Other Business**

**P. Zeliff made a motion to approve adding item 6.3 Initiation of Negotiations to Prepare a Project Labor Agreement to the Agenda; the motion was seconded by C. Yunker. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
M. Wiater -	Absent	P. Zeliff -	Yes
M. Davis -	Yes	M. Gray -	Absent
J. Rizzo -	Yes		

**The item was approved as presented.**

### **2.3 February 4, 2016 Minutes**

**C. Yunker made a motion to approve the February 4, 2016 Minutes; the motion was seconded by P. Zelif. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
M. Wiater -	Absent	P. Zelif -	Yes
M. Davis -	Yes	M. Gray -	Absent
J. Rizzo -	Yes		

**The item was approved as presented.**

### **3.0 Report of Management**

**3.1 Mega Properties – Initial Resolution** – M. Masse shared that Mega Properties provides distribution services to the United States for Koolatron Corporation, a Canadian company. This distribution center has been operating in Batavia, NY since 1979. Initially, the warehouse rented space on Harvester Ave and graduated from the incubator space to purchasing 3 acres at Gateway I in Batavia and building a 25,000 sq. ft. facility.

Two years ago, the company expanded the building from 25,000 sq. ft. to 45,000 sq. ft. The company rented out 10,000 sq. ft. to another distribution company and utilized the balance for their growth.

The company has experienced more growth and is planning on adding an additional 25,000 sq. ft. that will maximize their footprint on the 3 acre parcel. Thus, the building will increase to 70,000 sq. ft.

The total capital investment will total \$750,000; the company will be retaining 11 jobs. M. Masse added that the company will seek assistance from the GCEDC with a sales tax exemption valued at approx. \$35,600, a mortgage tax exemption valued at approx. 7,500 and a property tax exemption based on the incremental increase in assessed value valued at approx. \$128,996. An Economic Impact Analysis was done and for every \$1 of public benefit, the company will invest \$18 into the local economy. A public hearing will need to be held as benefits exceed \$100,000.

S. Hyde added that after a review of the project with the staff, we plan to recalculate the Economic Impact for this project, after the public hearing, taking into account their previous project (Phase I) which considers the job creation.

#### **M. Wiater joined the meeting at 5:09pm.**

The Board reviewed the Statement of Compliance of Project Criteria. See 'Attachment A'.

M. Masse asked the Board to approve Resolution No. 03/2016-01.

RESOLUTION OF THE GENESEE COUNTY INDUSTRIAL DEVELOPMENT AGENCY D/B/A GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER (THE "AGENCY") (i) ACCEPTING THE APPLICATION OF MEGA PROPERTIES, INC. WITH RESPECT TO A CERTAIN PROJECT, (ii) AUTHORIZING A PUBLIC HEARING WITH RESPECT TO THE PROJECT AND (iii) DESCRIBING THE FORMS OF FINANCIAL ASSISTANCE BEING CONTEMPLATED BY THE AGENCY WITH RESPECT TO THE PROJECT.

**J. Rizzo made a motion to approve Mega Properties Initial Resolution; the motion was seconded by P. Zelif. Roll call resulted as follows:**

P. Battaglia -	Abstain	C. Yunker -	Yes
M. Wiater -	Yes	P. Zelif -	Yes
M. Davis -	Yes	M. Gray -	Absent
J. Rizzo -	Yes		

**The item was approved as presented.**

**3.2 CLP Darien Lake, LLC –Final Resolution** – M. Masse reminded the Board that CLP Darien Lake, LLC plans to purchase and install an approx. 294-foot long six-flume water slide complex and a roller coaster train to accommodate approx. thirty-six riders per cycle intended to replace and upgrade the existing “Ride of Steel” roller coaster.

M. Masse added that the company is seeking assistance from the GCEDC with a sales tax exemption valued at approx. \$189,200. An Economic Impact Analysis was done and for every \$1 of public benefit, the company will invest \$1,137 into the local economy. A public hearing was held on February 25, 2016; there were no public comments made.

The Board reaffirmed the Statement of Compliance of Project Criteria originally approved February 2, 2016. See attachment ‘B’.

**C. Yunker made a motion to re-ratify the Statement of Compliance of Project Criteria as originally approved February 2, 2016; the motion was seconded by M. Davis. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
M. Wiater -	Yes	P. Zelif -	Yes
M. Davis -	Yes	M. Gray -	Absent
J. Rizzo -	Yes		

**The item was approved as presented.**

M. Masse asked the Board to approve Resolution No. 03/2016-02, authorizing financial assistance for the benefit of CLP Darien Lake, LLC.

Resolution No. 03/2016-02

RESOLUTION OF THE GENESEE COUNTY INDUSTRIAL DEVELOPMENT AGENCY D/B/A GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER (THE "AGENCY") (i) ACKNOWLEDGING THE PUBLIC HEARING HELD BY THE AGENCY ON FEBRUARY 25, 2016, WITH RESPECT TO THE CLP DARIEN LAKE, LLC PROJECT, (ii) AUTHORIZING FINANCIAL ASSISTANCE FOR THE BENEFIT OF CLP DARIEN LAKE, LLC IN THE FORM OF A SALES AND USE TAX EXEMPTION FOR PURCHASES AND RENTALS RELATED TO THE PROJECT; AND (iii) AUTHORIZING THE EXECUTION BY THE AGENCY OF AN AGENT AGREEMENT, NYS FORM ST-60, BILL OF SALE AND RELATED DOCUMENTS

**C. Yunker made a motion to approve the CLP Darien Lake, LLC Final Resolution; the motion was seconded by M. Davis. Roll call resulted as follows:**

P. Battaglia -	Abstain	C. Yunker -	Yes
M. Wiater -	Yes	P. Zelif -	Yes
M. Davis -	Yes	M. Gray -	Absent
J. Rizzo -	Yes		

**The item was approved as presented.**

**3.3 Batavia Pathway to Prosperity Update** – S. Hyde shared that the Agency has been very active in working with the City of Batavia, Batavia Development Corp. and Genesee County on strategy to support the revitalization of Downtown Batavia. There are some projects that are developing. There is also \$10M in the State executive budget that has been proposed to be awarded to one city in each region. We are actively pursuing these funds.

**3.4 FAB Owners Association Conference Update** – S. Hyde shared that he attended the FAB Owners Association Conference. FAB is an association of General Managers that run Semiconductor FABs across the country. We sponsored a reception at the conference along with our partners from Marcy Nano Center. There was a great turnout of 135 people. There are about 4-5 companies showing interest in Upstate NY and STAMP.

**3.5 Park Strategies Contract** – R. Tabela shared that our government relations contract with Fred Hiffa and Megan Osika from Park Strategies (Albany), which also provides us Western New York support from Rick Winter of Richardson Management Group (Buffalo) within the same contract, expires on March 31, 2016.

Park Strategies provides government relations services regarding various matters supporting our direct efforts and interactions with the New York State Legislature and Governor’s Office. They have been effective in helping advance the STAMP mission including assisting the agency to obtain the \$33M funding for STAMP site infrastructure. They continue to strategize with us on how to maximize the agency’s efforts to build-out STAMP (i.e. funding streams) and to ensure our projects have the necessary

state engagement and support going forward. Other services include advocacy on behalf of state level policy and legislative issues affecting local economic development and updates on the NYS budget process. Weekly conference calls occur.

R. Tabelski asked the Board to approve the Park Strategies Contract at the current rate (\$4,250 monthly / \$51,000 annually) with identical terms and conditions. This contract has been included in the 2016 budget.

**P. Zelif made a motion to approve the Park Strategies Contract; the motion was seconded by C. Yunker. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
M. Wiater -	Yes	P. Zelif -	Yes
M. Davis -	Yes	M. Gray -	Absent
J. Rizzo -	Yes		

**The item was approved as presented.**

#### **4.0 Audit & Finance Committee**

P. Battaglia shared that the Audit & Finance Committee met on Tuesday, March 1<sup>st</sup> and discussed the following items.

**4.1 GAIN Loan Fund Sub-Recipient Agreement** – S. Hyde shared that the G/FLRPC sent in a Consolidated Funding Application for a revolving loan fund to support agricultural based companies in Genesee, Livingston, Monroe, Ontario, Orleans, Seneca, Wayne, Wyoming and Yates Counties. This is a \$3,000,000 grant from New York State to the G/FLRPC who will then work with participating counties to coordinate loan fund applications, disbursement of the loans, and oversight of the projects. Each county has been provided a copy of the draft sub-recipient agreement which outlines the terms, conditions and requirements for companies to qualify for, be approved for, and report back on the loans. The amount of loan funds allocated to each county was calculated based on their 2012 Census of Agriculture County On-Farm Income as a percentage of the total for all of the counties listed above.

The Audit & Finance Committee has recommended approval of the GAIN Loan Fund Sub-Recipient Agreement.

**C. Yunker made a motion to approve the GAIN Loan Fund Sub-Recipient Agreement; the motion was seconded by P. Zelif. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
M. Wiater -	Yes	P. Zelif -	Yes
M. Davis -	Yes	M. Gray -	Absent
J. Rizzo -	Yes		

**The item was approved as presented.**

**4.2 BNE Marketing Support Funding** – R. Tabelski shared that our agency currently invests in the Buffalo Niagara Enterprise (BNE), a non-profit member supported business development and regional marketing organization, to assist with marketing and business development. In partnership with BNE, we have been successful in landing several major projects at the Agri-Business Park and recently 1366 Technologies at the STAMP site.

BNE is an integral partner in our sales/marketing efforts for the attraction of new companies to our community. Other services beyond regional site selection include marketing and design services, online property listing (CLS System) for development sites, business intelligence including demographics reports and mapping supporting our sales efforts, graphics design services for collateral development, ads, and other marketing materials as well as publicizing and supporting the GCEDC and STAMP throughout the Buffalo metro area as well as the Western New York Regional Council.

The Audit & Finance Committee has recommended approval of the BNE Marketing Support Funding not to exceed \$25,000 for 2016.

**P. Zelif made a motion to approve the BNE Marketing Support Funding not to exceed \$25,000 for 2016; the motion was seconded by M. Wiater. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
M. Wiater -	Yes	P. Zelif -	Yes
M. Davis -	Yes	M. Gray -	Absent
J. Rizzo -	Yes		

The item was approved as presented.

## **5.0 Governance & Nominating Committee**

J. Rizzo shared that the Governance & Nominating Committee met on Tuesday, March 1<sup>st</sup> and discussed the following items.

**5.1 Mission Statement & Measurement Report** – J. Rizzo shared that the Authority’s Board must annually review the authority’s mission statement and performance results to ensure that its mission has not changed and that the authority’s performance goals continue to support its mission. The 2016 organizational goals have already been reviewed with the Board. This report will be submitted to the ABO.

The Governance & Nominating Committee has recommended for approval the Mission Statement & Measurement Report.

**J. Rizzo made a motion to approve the Mission Statement & Measurement Report; the motion was seconded by M. Wiater. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
M. Wiater -	Yes	P. Zelif -	Yes
M. Davis -	Yes	M. Gray -	Absent
J. Rizzo -	Yes		

The item was approved as presented.

**5.2 Authority Self – Evaluation of Prior Year Performance** – J. Rizzo shared that Public Authorities are required to perform a self-evaluation of prior year’s goals/measurements annually. These have previously been reviewed by the Board and are formalized here. This report will be submitted to the ABO.

The Governance & Nominating Committee recommends for approval the Authority Self-Evaluation of Prior Year Performance.

**J. Rizzo made a motion to approve the Authority Self-Evaluation of Prior Year Performance; the motion was seconded by M. Wiater. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
M. Wiater -	Yes	P. Zelif -	Yes
M. Davis -	Yes	M. Gray -	Absent
J. Rizzo -	Yes		

The item was approved as presented.

## **6.0 STAMP Committee**

**6.1 Phillips Lytle Construction / Legal Services Fee Modification** – P. Zelif shared that the GCEDC approved the construction legal services agreement with Phillips Lytle for a not to exceed amount of \$37,375. The original agreement with Phillips Lytle had them reviewing the lease agreement as New York State was originally going to prepare the lease and then send out to all parties for review. Based on recent discussions with New York State, this structure has since been modified. New York State would prefer to have the GCEDC draft the Master Lease agreement and send to them for their review. Phillips Lytle has revised their original quote to include the additional cost to prepare the lease versus just review it. Their new not to exceed amount is \$44,000 to complete the Construction / Legal Services work.

The STAMP Committee recommended for approval the Phillips Lytle Construction / Legal Services Fee Modification.

**P. Zelif made a motion to approve the Phillips Lytle Construction / Legal Services Fee Modification; the motion was seconded by J. Rizzo. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
M. Wiater -	Yes	P. Zelif -	Yes
M. Davis -	Yes	M. Gray -	Absent
J. Rizzo -	Yes		

The item was approved as presented.

**6.2 CC Environment & Planning Contract – Archeological Survey - \$102,550** –P. Zelif shared that the GCEDC has received a proposal for the archeological survey for STAMP site properties that need the following:

1. Phase 1B on new parcels purchased in the last year
2. Completion of Phase II investigation on one large site (includes cost of site prep for area)
3. Completion of Phase III on two sites (includes cost of site prep for area)

The STAMP Committee recommended approval of the CC Environment & Planning contract for an Archeological Survey not to exceed \$102,550.

M. Davis asked if this contract was bid out.

M. Masse shared that due to the complexity of the project, including maintaining good relations with the Seneca Nation, this project was not bid out. We have worked with CC Environment & Planning, formerly Conservation Connects, for several years now on the archeological work.

S. Hyde shared that because this is a professional services contract, it doesn't fall under our procurement policy to be bid out. Because of important timelines and relationships we chose not to bid this contract out, however we will take a look in the future at what our options are.

P. Zelif shared that the Committee had the same discussion. For the sake of timelines and relationships we chose to move this forward but will look at bidding out contracts in the future where it makes sense.

**P. Zelif made a motion to approve the CC Environment & Planning Contract; the motion was seconded by J. Rizzo. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
M. Wiater -	Yes	P. Zelif -	Yes
M. Davis -	Yes	M. Gray -	Absent
J. Rizzo -	Yes		

**The item was approved as presented.**

**6.3 Initiation of Negotiations to Prepare a Project Labor Agreement** – P. Zelif shared that the Committee has considered the preliminary findings as presented by Seeler Engineering.

The STAMP Committee recommended approval of initiation of negotiations to prepare a project labor agreement, with costs not to exceed \$8,000.

**P. Zelif made a motion to approve the initiation of negotiations to prepare a project labor agreement, with costs not to exceed \$8,000; the motion was seconded by J. Rizzo. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
M. Wiater -	Yes	P. Zelif -	Yes
M. Davis -	Yes	M. Gray -	Absent
J. Rizzo -	Yes		

**The item was approved as presented.**

## **7.0 Employment & Compensation Committee – M. Wiater**

**7.1 Nothing at this time.**

## **8.0 Adjournment**

As there was no further business, C. Yunker made a motion to adjourn at 5:35 p.m., which was seconded by J. Rizzo and passed unanimously.



**Project Name: Mega Properties (Koolatron)**

**Board Meeting Date: March 3, 2016**

## **STATEMENT OF COMPLIANCE OF PROJECT CRITERIA LISTED IN UNIFORM TAX EXEMPTION POLICY (UTEP)**

### **PROJECT DESCRIPTION:**

Mega Properties provides distribution services to the United States for Koolatron Corporation, a Canadian company. This distribution center has been operating in Batavia, NY since 1979. Initially, the warehouse rented space on Harvester Ave and graduated from the incubator space to purchasing 3 acres at Gateway I in Batavia and building a 25,000 sq. ft. facility.

Two years ago, the company expanded the building from 25,000 sq. ft. to 45,000 sq. ft. The company rented out 10,000 sq. ft. to another distribution company and utilized the balance for their growth.

The company has experienced more growth and is planning on adding an additional 25,000 sq. ft. that will maximize their footprint on the 3 acre parcel. Thus, the building will increase to 70,000 sq. ft.

**Criteria #1** – The Project pledges to create and/or retain quality, good paying jobs in Genesee County.

**Project details:** The project will retain 10.5 FTE's (plus have already pledged to create an additional 6.5 FTE's from the last project in 2014-15) at an average salary with benefits of \$25,000 per job.

**Board Discussion:** None.

**J. Rizzo made a motion to approve Criteria #1; the motion was seconded by P. Zelif. Roll call resulted as follows:**

P. Battaglia -	Abstain	C. Yunker -	Yes
M. Wiater -	Yes	P. Zelif -	Yes
M. Davis -	Yes	M. Gray -	Absent
J. Rizzo -	Yes		

**The item was approved as presented**

**Board Concurrence:**  YES  NO If no, state justification:

**Criteria #2**- Completion of the Project will enhance the long term tax base and/or make a significant capital investment.

**Project details:** The project will enhance long term tax base with the warehouse expansion of 25,000 sq.ft. and \$750,000 in capital investment.

**Board Discussion:** None.

**J. Rizzo made a motion to approve Criteria #2; the motion was seconded by P. Zelif. Roll call resulted as follows:**

P. Battaglia -	Abstain	C. Yunker -	Yes
M. Wiater -	Yes	P. Zelif -	Yes
M. Davis -	Yes	M. Gray -	Absent

J. Rizzo - Yes

The item was approved as presented

Board Concurrence: **YES** NO If no, state justification:

**Criteria #3-** The Project will contribute towards creating a “liveable community” by providing a valuable product or service that is underserved in Genesee County.

Project details: N/A

Board Discussion: None.

J. Rizzo made a motion to approve Criteria #3; the motion was seconded by P. Zeliff. Roll call resulted as follows:

P. Battaglia -	Abstain	C. Yunker -	No
M. Wiater -	No	P. Zeliff -	No
M. Davis -	No	M. Gray -	Absent
J. Rizzo -	No		

The item was approved as presented

Board Concurrence: YES **NO** If no, state justification: N/A

**Criteria #4:** The Board will review the Agency’s Fiscal and Economic Impact analysis of the Project to determine if the Project will have a meaningful and positive impact on Genesee County. This calculation will include the estimated value of any tax exemptions to be provided along with the estimated additional sources of revenue for municipalities and school districts that the proposed project may provide.

Project details: For every \$1 of public benefit the company is investing \$18 into the local economy.

Board Discussion: None.

J. Rizzo made a motion to approve Criteria #4; the motion was seconded by P. Zeliff. Roll call resulted as follows:

P. Battaglia -	Abstain	C. Yunker -	Yes
M. Wiater -	Yes	P. Zeliff -	Yes
M. Davis -	Yes	M. Gray -	Absent
J. Rizzo -	Yes		

The item was approved as presented

Board Concurrence: **YES** NO If no, state justification:

**Criteria #5:** The Project is included in one of the Agency’s strategic industries: Agri-Business and Food Processing, Manufacturing, Advanced Manufacturing and Nano-Enabled Manufacturing, Life Sciences and Medical Device.

Project details: N/A

Board Discussion: None.



**J. Rizzo made a motion to approve Criteria #5; the motion was seconded by P. Zelif. Roll call resulted as follows:**

P. Battaglia -	Abstain	C. Yunker -	No
M. Wiater -	No	P. Zelif -	No
M. Davis -	No	M. Gray -	Absent
J. Rizzo -	No		

**The item was approved as presented**

**Board Concurrence:** YES  NO If no, state justification: N/A

**Criteria #6:** The Project will give a reasonable estimated timeline for the completion of the proposed project.

**Project details:** The project is planned to begin construction in summer of 2016 and operation in first quarter of 2017.

**Board Discussion:** None.

**J. Rizzo made a motion to approve Criteria #6; the motion was seconded by P. Zelif. Roll call resulted as follows:**

P. Battaglia -	Abstain	C. Yunker -	Yes
M. Wiater -	Yes	P. Zelif -	Yes
M. Davis -	Yes	M. Gray -	Absent
J. Rizzo -	Yes		

**The item was approved as presented**

**Board Concurrence:**  YES  NO If no, state justification:



**Project Name: Darien Lake 2016 Project**

**Board Meeting Date: February 4, 2016 – Reaffirmed March 3, 2016**

## **STATEMENT OF COMPLIANCE OF PROJECT CRITERIA LISTED IN UNIFORM TAX EXEMPTION POLICY (UTEP)**

### **PROJECT DESCRIPTION:**

Darien Lake 2016 consists of two projects that will enhance their tourism destination and enhance guest experience:

1. Six Flume Water slide - manufactured by Proslide, this six flume water slide complex features a slide tower and six slides meandering roughly 294 feet in length from an elevation of 42 feet. Unique to the experience, riders position themselves on a head-first facing mat in racing format. Riders then begin the race via instructions from an attendant supported with a unique light and timing system. Upon the green light go, guests will plunge through dark and translucent in-braided twisting tunnels and shoot into the open multi-bump racing lanes hoping to be crowned victorious. The ride will be positioned near the entrance of our park adjacent to the Lazy River and Hooks Lagoon giving us the opportunity to improve the arrival presentation and also create more patio space for our guests.

2. New roller coaster train - manufactured by Intamin Ltd., this new roller coaster train is a replacement and upgrade for the Ride of Steel roller coaster train initially installed in 1999. The new train can accommodate up to 36 riders per cycle. With improvements in technologies, this new train will deliver a smooth and comfortable experience for the rider while reducing the frequency or minor or nuisance mechanical downtime. This means the ride will run more efficiently and service more guests per hour ensuring a better experience to all our park guests.

The company is requesting GCEDC board approval on a sales tax (only) incentive value at \$189,200.

Darien Lake is a tourism destination location and vital economic driver in Genesee County.

Board Action: The staff request the board accept the application and hold a public hearing as the incentives exceed \$100,000.

**Criteria #1** – The Project pledges to create and/or retain quality, good paying jobs in Genesee County.

**Project details:** The project pledges to retain 409 jobs at an average salary of \$21,404 per job.

**Board Discussion:** M. Wiater shared that she has a hard time justifying that this narrow project will retain 409 jobs.

**M. Davis made a motion to concur with project criteria #1 of the Statement of Compliance; the motion was seconded by P. Zeliff. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Absent
M. Wiater -	Yes	P. Zeliff -	Yes
M. Davis -	Yes	M. Gray -	Absent
J. Rizzo -	No		

**The item was approved as presented.**

Board Concurrence: **YES** NO If no, state justification:

**Criteria #2-** Completion of the Project will enhance the long term tax base and/or make a significant capital investment.

**Project details:** The project will enhance long term tax base with the new construction of 4,500 sq. ft. facilities and over \$2.88 million in capital investment.

**Board Discussion:** None.

**M. Davis made a motion to concur with project criteria #2 of the Statement of Compliance; the motion was seconded by P. Zelif. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Absent
M. Wiater -	Yes	P. Zelif -	Yes
M. Davis -	Yes	M. Gray -	Absent
J. Rizzo -	No		

**The item was approved as presented.**

Board Concurrence: **YES** NO If no, state justification:

**Criteria #3-** The Project will contribute towards creating a “liveable community” by providing a valuable product or service that is underserved in Genesee County.

**Project details:** This is a tourism destination project that assists in making Genesee County a liveable community for residents. In addition, Darien Lake is a regional asset attracting customers from outside the economic development region, the state and the county.

**Board Discussion:** None.

**P. Zelif made a motion to concur with project criteria #3 of the Statement of Compliance; the motion was seconded by M. Davis. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Absent
M. Wiater -	Yes	P. Zelif -	Yes
M. Davis -	Yes	M. Gray -	Absent
J. Rizzo -	No		

**The item was approved as presented.**

Board Concurrence: **YES** NO If no, state justification:

**Criteria #4:** The Board will review the Agency’s Fiscal and Economic Impact analysis of the Project to determine if the Project will have a meaningful and positive impact on Genesee County. This calculation will include the estimated value of any tax exemptions to be provided along with the estimated additional sources of revenue for municipalities and school districts that the proposed project may provide.

**Project details:** For every \$1 of public benefit the company is investing \$1,137 into the local economy.

**Board Discussion:** M. Wiater shared that this could be better stated if narrowed to this project only.

**M. Davis made a motion to concur with project criteria #4 of the Statement of Compliance; the motion was seconded by M. Wiater. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Absent
M. Wiater -	Yes	P. Zelif -	Yes
M. Davis -	Yes	M. Gray -	Absent
J. Rizzo -	No		

**The item was approved as presented.**

**Board Concurrence:**  YES  NO **If no, state justification:**

**Criteria #5:** The Project is included in one of the Agency's strategic industries: Agri-Business and Food Processing, Manufacturing, Advanced Manufacturing and Nano-Enabled Manufacturing, Life Sciences and Medical Device.

**Project details:** N/A

**Board Discussion:**

**Board Concurrence:**  YES  NO **If no, state justification:**

**Criteria #6:** The Project will give a reasonable estimated timeline for the completion of the proposed project.

**Project details:** The project is planned to begin construction in March 2016 and operation in May 2016.

**Board Discussion:** None.

**P. Zelif made a motion to concur with project criteria #6 of the Statement of Compliance; the motion was seconded by M. Wiater. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Absent
M. Wiater -	Yes	P. Zelif -	Yes
M. Davis -	Yes	M. Gray -	Absent
J. Rizzo -	No		

**The item was approved as presented.**

**Board Concurrence:**  YES  NO **If no, state justification:**