



Thursday, June 4, 2015
Upstate MedTech Centre – Suite 107
4:00 PM

GCEDC MINUTES

Attendance

Board Members:

Staff:

Guests:

W. Hinchey, R. Cianfrini, M. Wiater, J. Rizzo, P. Battaglia, C. Yunker, P. Zeliff

S. Hyde, L. Farrell, M. Masse, E. Richardson, R. Tabelski, C. Suozzi

T. Felton (GGLDC Board Member), S. Noble-Moag (GGLDC Board Member), Jay Gsell (Genesee County), Rachel Endress (Harris Beach), Matt Squires (Manning Squires Hennig), Peter Savarino (Waterbourne), Michael Kane (WTORBC), Michael Pettinella (Buffalo News), Michael Nolan (WROTBC), Ryan Hasenauer (WROTBC), Vivek Thiagarajan (Clarion Hotel), James Champlin (Turner Construction), Paul Mrozek (The Daily News)

Absent:

1.0 Call to Order / Enter Public Session

W. Hinchey 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 4:00 pm, for the following reasons:

- Discussions regarding proposed, pending or current litigation.
- 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 motion was seconded by M. Wiater and approved by all members present.

1.2 Re-Enter Public Session

C. Yunker made a motion to enter back into public session at 4:39 p.m., seconded by M. Wiater and approved by all members present.

Wally Hinchey Citation Presentation – S. Hyde and M. Wiater presented W. Hinchey with a GCEDC proclamation and thanked him for his dedicated service to the GCEDC. S. Hyde thanked W. Hinchey for his invaluable time and for his dedication to economic development and noted what a great asset he is to the GCEDC and to the community.

2.0 Chairman’s Report & Activities

2.1 Upcoming Meetings – W. Hinchey reviewed the upcoming meetings with the Board.

2.2 Agenda Additions – W. Hinchey asked the Board to approve adding items 2.4 Acceptance of A. Young’s Resignation from the GGLDC Board, 2.5 GGLDC Board Member Appointment, and 2.6 Audit & Finance Committee Review of RLF Applications to the agenda.

J. Rizzo made a motion to approve adding items 2.4, 2.5 and 2.6 to the agenda; the motion was seconded by M. Wiater. Roll call resulted as follows:

W. Hinchey -	Yes	C. Yunker -	Yes
P. Zeliff -	Yes	M. Wiater -	Yes
R. Cianfrini -	Yes	P. Battaglia -	Yes
J. Rizzo -	Yes		

The item was approved as presented.

2.3 May 7, 2015 Minutes

P. Battaglia made a motion to approve the May 7, 2015 Minutes; the motion was seconded by J. Rizzo. Roll call resulted as follows:

W. Hinchey -	Yes	C. Yunker -	Yes
P. Zeliff -	Yes	M. Wiater -	Yes
R. Cianfrini -	Yes	P. Battaglia -	Yes
J. Rizzo -	Yes		

The item was approved as presented.

2.4 Acceptance of A. Young's Resignation from the GGLDC Board (as recommended by the Governance Committee) – W. Hinchey asked the Board to accept A. Young's Resignation from the GGLDC Board.

J. Rizzo made a motion to accept A. Young's Resignation from the GGLDC Board; the motion was seconded by M. Wiater. Roll call resulted as follows:

W. Hinchey -	Yes	C. Yunker -	Yes
P. Zeliff -	Yes	M. Wiater -	Yes
R. Cianfrini -	Yes	P. Battaglia -	Yes
J. Rizzo -	Yes		

The item was approved as presented.

2.5 GGLDC Board Member Appointment (as recommended by the Governance Committee) – W. Hinchey asked the Board to approve appointing C. Yunker to the GGLDC Board effective June 4, 2015.

M. Wiater made a motion to approve appointing C. Yunker to the GGLDC Board effective June 4, 2015; the motion was seconded by J. Rizzo. Roll call resulted as follows:

W. Hinchey -	Yes	C. Yunker -	Yes
P. Zeliff -	Yes	M. Wiater -	Yes
R. Cianfrini -	Yes	P. Battaglia -	Yes
J. Rizzo -	Yes		

The item was approved as presented.

2.6 Audit & Finance Committee Review of RLF Applications (as recommended by the Governance Committee) – W. Hinchey asked the Board for approval of the review of RLF Applications by the Audit & Finance Committee prior to Board review.

C. Yunker made a motion to approve the review of RLF Applications by the Audit & Finance Committee prior to Board review; the motion was seconded by P. Battaglia. Roll call resulted as follows:

W. Hinchey -	Yes	C. Yunker -	Yes
P. Zeliff -	Yes	M. Wiater -	Yes
R. Cianfrini -	Yes	P. Battaglia -	Yes
J. Rizzo -	Yes		

The item was approved as presented.

3.0 C. Suozzi: VP of Business Development

3.1 OATKA Milk Products – Resolution – Removed from the Agenda.

3.2 Manning Squire Hennig – Resolution – C. Suozzi introduced Matt Squires to the Board. M. Squires gave a brief overview of the project. C. Suozzi shared that the company is planning to expand their corporate office and maintenance facilities in the Town of Batavia. A new 5,000 sq. ft. shop will be constructed. Two additions will be constructed on the main building adding 4,500 sq. ft. of office space. The existing shop and office space will be renovated as part of this project as well. The total capital investment is approximately \$1,300,000; the company will be retaining 88 jobs and creating 5 new jobs. The company is seeking assistance from the GCEDC with a sales tax exemption valued at approx. \$66,800, mortgage tax exemption valued at approx. \$12,500 and a property tax exemption, based on the incremental increase in assessed value, valued at approx. \$91,256. An economic impact analysis was done and for every \$1 of public benefit, the company is investing \$32.55 into the local economy. A public hearing will need to be held as the total benefits exceed \$100,000.

C. Suozzi asked the Board to approve Resolution No. 06/2015-01.

RESOLUTION OF THE GENESEE COUNTY INDUSTRIAL DEVELOPMENT AGENCY D/B/A GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER (i) ACCEPTING THE APPLICATION OF MANNING-SQUIRE-HENNIG CO., 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

C. Yunker made a motion to approve Resolution No. 06/2015-01 as presented; the motion was seconded by J. Rizzo. Roll call resulted as follows:

W. Hinchey -	Yes	C. Yunker -	Yes
P. Zelif -	Yes	M. Wiater -	Yes
R. Cianfrini -	Yes	P. Battaglia -	Yes
J. Rizzo -	Yes		

The item was approved as presented.

3.2 ADK Hospitality – Resolution – C. Suozzi introduced Peter Savarino who gave an overview of the project. C. Suozzi the shared that the company is proposing to build an 82 room hotel in a 4 story art deco structure that will be constructed on property to be conveyed to applicant by Western Region Off Track Betting (WROTB). The hotel will be connected by an enclosed passage way to Batavia Downs Gaming’s facility and will serve as an important amenity to the gaming, restaurant, banquet and racing activities at Batavia Downs. The WROTB board has decided that to retain the current customer base and attract new customers to the facility that they need to have an onsite hotel for guests. The addition of the hotel will ensure that the Down’s facility will continue to be a premiere destination tourism attraction for the region. Additional benefits will be realized by local taxing jurisdictions immediately after construction of the hotel as the property is not currently on the tax rolls, but will be taxable upon the change in ownership. The PILOT being considered will have the property paying 50% of assessed value in the first year of occupancy. The total capital investment is approximately \$5,489,000; the company will be creating 25 new jobs. The company is seeking assistance from the GCEDC with a sales tax exemption valued at approx. \$262,720, a mortgage tax exemption valued at approx. \$46,113, and a property tax exemption valued at approx. \$329,358. An economic impact analysis was done and for every \$1 of public benefit, the company is investing \$16.20 into the local economy. A public hearing will need to be held as benefits exceed \$100,000.

C. Suozzi asked the Board to approve Resolution No. 06/2015-02.

RESOLUTION OF THE GENESEE COUNTY INDUSTRIAL DEVELOPMENT AGENCY D/B/A GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER (i) ACCEPTING THE APPLICATION OF ADK HOSPITALITY, LLC 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

P. Battaglia made a motion to approve Resolution No. 06/2015-02 as presented; the motion was seconded by J. Rizzo. Roll call resulted as follows:

W. Hinchey -	Yes	C. Yunker -	Yes
P. Zelif -	Yes	M. Wiater -	Yes
R. Cianfrini -	Yes	P. Battaglia -	Yes
J. Rizzo -	Yes		

The item was approved as presented.

4.0 L. Farrell: Chief Financial Officer

4.1 April Financial Statements (as reviewed by the Audit & Finance Committee) - L. Farrell reviewed the April 2015 financial statements with the Board. The financial statements were reviewed by the Audit and Finance Committee on June 2, 2015 and are recommended for Board approval. She noted an operating loss of \$191,208 YTD. Expenditures are in line with the budget, except as noted.

L. Farrell asked the board to approve the April 2015 Financial Statements.

C. Yunker made a motion to approve the April 2015 Financial Statements; the motion was seconded by P. Battaglia. Roll call resulted as follows:

W. Hinchey -	Yes	C. Yunker -	Yes
P. Zelif -	Yes	M. Wiater -	Yes
R. Cianfrini -	Yes	P. Battaglia -	Yes
J. Rizzo -	Yes		

The item was approved as presented.

4.2 Greater Rochester Enterprise – Funding Commitment – L. Farrell shared that Greater Rochester Enterprise (GRE) is a regional economic development organization supported by a team of private and public sector leaders dedicated to improve economic performance in the Rochester/Finger Lakes Region. GRE’s primary goals are to retain and expand existing business and to professionally market the region as a competitive, vibrant and high-profile place for business location and growth. To support business attraction, expansion, entrepreneurship and innovation, GRE collaborates with local businesses, universities, not-for-profit organizations and government leaders to deliver a unified response to regional economic development opportunities.

In June of 2012, the Board approved a 3 year commitment of \$50,000 per year to GRE. This amount of funding provides the GCEDC with full access to all of GRE’s sales and marketing campaigns, advocacy on behalf of our agency for all of our parks as well as an executive board seat that allows Steve Hyde to serve on GRE’s Board of Directors and on their Governance Committee. Mark Peterson, GRE’s President and CEO, has shown a tireless commitment to supporting and advocating for our economic development goals and strategies particularly as it relates to STAMP. He has provided countless hours of support, strategy development interaction, and advocacy for and to Steve Hyde to advance STAMP as a regional priority both in the Finger Lakes Regional Economic Development Council and at the highest levels of New York State Government. He has been personally very active in the sales efforts to attract the first company to STAMP, including multiple trips to Albany on our behalf.

L. Farrell asked the Board to approve a commitment of \$50,000 per year to GRE through the end of 2017. Payments are made in \$25,000 installments. The previous Board commitment runs through June 2015. The current approval will allow for a \$25,000 payment to be made for the second half of 2015 and \$50,000 for both 2016 and 2017. This amount has been planned for in the 2015 budget.

P. Battaglia made a motion to approve a commitment of \$50,000 per year to GRE through the end of 2017; the motion was seconded by M. Wiater. Roll call resulted as follows:

W. Hinchey -	Yes	C. Yunker -	Yes
P. Zelif -	Yes	M. Wiater -	Yes
R. Cianfrini -	Yes	P. Battaglia -	Yes
J. Rizzo -	Yes		

The item was approved as presented.

5.0 M. Masse: Senior VP of Operations

5.1 Nothing at this time.

6.0 S. Hyde: President & CEO

6.1 Report on NYSEDC Conference - S. Hyde shared that he attended the NYSEDC Conference at the end of May. It was a very good conference; there was a lot of networking and benchmarking. There were many interesting educational forums. There were good discussions on lobbying laws and how the changes may affect local municipalities and school districts, and including virtually all IDAs.

7.0 R. Tabelski- Marketing & Communications Director

7.1 Nothing at this time.

8.0 Other Business

8.1 Nothing at this time.

9.0 Adjournment

As there was no further business; P. Battaglia made a motion to adjourn at 5:32 p.m., seconded by C. Yunker and passed unanimously