



Thursday, October 4, 2018
Upstate MedTech Centre – Innovation Zone
4:00 PM

GCEDC MINUTES

Attendance

Board Members: M. Gray, A. Young, P. Zeliff, T. Bender, A. Vanderhoof

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

Guests: D. Cunningham (GGLDC Board Member), M. Wiater (GGLDC Board Member), G. Torrey (GGLDC Board Member), S. Noble-Moag (by phone), R. Gaenzle (Harris Beach), B. Quinn (Daily News), H. Owens (The Batavian), B. Richardson (Blue Cardinal Capital), S. Savarino (Ellicott Station), M. Aquad (Ellicott Station), R. Tabelski (Batavia Development Corp.)

Absent: C. Yunker, P. Battaglia

1.0 Call to Order

P. Zeliff called the meeting to order at 4:00 p.m. in the Upstate MedTech Centre Innovation Zone conference room.

Presentations:

1. Bob Richardson – Blue Cardinal Capital – Review of U.S. Industrial Real Estate Market & Other Opportunities (30min)

S. Hyde shared prefaced the presentation by mentioning that this is the second leg of the GCEDC strategy review that we discussed in May, which will culminate with the strategic assessment report from the Rockefeller Institute of Government in the first half of 2019.

In May, Leg 1 of our strategy review occurred with respect to housing and its implications on economic development strategy. The Genesee County Housing Study was overviewed by Felipe Oltramari, Director of County Planning and Ed Flynn from LaBella Associates. The essence of the study demonstrated a lack of, and need for, a significant number of housing units, both single family homes and apartments, particularly in and around Batavia to meet the housing demand and changing demographics and lifestyle interests in the community. The demand for housing is especially compounded as STAMP comes online with additional companies and enhanced employment over time.

Today, we will be discussing leg 2 of GCEDC's strategy review as it relates to the industrial real estate market and trends. Bob Richardson is the founder and the Managing Partner of Blue Cardinal Capital, a real estate private equity firm, located in Buffalo, NY. Bob is a real estate industry leader in Upstate New York and has been directly involved in the financing of many of the signature real estate projects in the region. Blue Cardinal Capital, as a real estate private equity firm, focuses on attracting and managing capital for developers and project owners in 2nd and 3rd tier markets across the United States and Canada with particular expertise in Buffalo, Rochester and the province of Ontario. Bob has graciously agreed to share his knowledge and experience in the real estate development finance arena with a focus today on industrial real

estate trends nationally and regionally and the implications to developing real estate assets in Genesee County (7 tech/industrial parks) and downtown Batavia placemaking opportunities.

B. Richardson gave his presentation and left the meeting at 4:40pm.

2. **Ellicott Station Project Update (15mins)** – S. Savarino and M. Acquard gave a brief overview of their project. They shared with the Board how the scope and investment to implement the project has increased substantially since local incentives were last approval in August 2017. Investment in the project has increased from \$17.6M to \$21.75M along with the square footage of the project increasing by 26,011 sq. ft, which includes the addition of at grade garages for residents as well as the expansion of the housing units from 51 units previously planned to 55 units currently planned. They also discussed some of the complexities and struggles they face as they continue to work through the funding for this project. The funding support from the community is critical to this project.

R. Tabelski shared that the Batavia Development Corp. is very excited about this project as it is the first brownfield redevelopment project in the City. She looks forward to continuing working with the company and the GCEDC to help this project be a success.

S. Savarino, M. Acquard, R. Tabelski and H. Owens left the meeting at 5:03pm

1.1 Enter Executive Session –

M. Gray made a motion to enter executive session under the Public Officers Law, Article 7, Open Meetings Law Section 105, at 5:03 p.m. for the following reasons:

1. 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 A. Young and approved by all members present.

1.2 Enter Public Session –

M. Gray made a motion to enter back into public session at 5:36 p.m., seconded by A. Young and approved by all members present.

2.0 Chairman's Report & Activities

2.1 Upcoming Meetings:

Next Scheduled Board Meeting: Thursday, November 1st at 4pm

Audit & Finance Committee Meeting: Tuesday, October 30th at 8:30 a.m.

STAMP Committee Meeting: Tuesday, October 30th at 10:30 a.m.

2.2 Agenda Additions / Deletions / Other Business – Nothing at this time.

2.3 Minutes: September 6, 2018

T. Bender made a motion to approve the September 6, 2018 minutes; the motion was seconded by M. Gray. Roll call resulted as follows:

P. Battaglia - Absent
 T. Bender - Yes
 A. Young - Yes
 A. Vanderhoof - Yes

C. Yunker - Absent
 P. Zelif - Yes
 M. Gray - Yes

The item was approved as presented.

3.0 Report of Management

3.1 Six Flags Darien Lake – Final Resolution – Six Flags is seeking a sales tax exemption for a new ride planned for the 2019 season. This project will continue to support the theme parks mission of a tourist destination and being a viable economic engine in the county. The total economic impact of Darien Lake is large as a sales tax generator. To simply isolate this project in our economic impact model (not including the entirety of the park), for every \$1 of public benefit, the company is investing \$4.31 into the local economy.

The company plans to invest approx. \$2,150,000 and pledges to retain 380 FTE's at the park in its entirety. They are seeking assistance from the GCEDC with a sales tax exemption only, valued at approx. \$166,000. As benefits exceed \$100,000, a public hearing was held on September 26, 2018. A copy of the minutes was shared with the Board.

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

C. Suozzi asked the Board to approve resolution no. 10/2018-01, approving incentives for the project.

Resolution No. 10/2018-01

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 SEPTEMBER 26, 2018, WITH RESPECT TO THE SIX FLAGS DARIEN, LLC PROJECT, (ii) AUTHORIZING FINANCIAL ASSISTANCE FOR THE BENEFIT OF SIX FLAGS DARIEN, 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, FINANCIAL ASSISTANCE AND PROJECT AGREEMENT, NYS FORM ST-60, BILL OF SALE AND RELATED DOCUMENTS

T. Bender made a motion to approve Resolution No. 10/2018-01, approving incentives for the project; the motion was seconded by A. Young. Roll call resulted as follows:

P. Battaglia - Absent
 T. Bender - Yes
 A. Young - Yes
 A. Vanderhoof - Yes

C. Yunker - Absent
 P. Zelif - Yes
 M. Gray - Yes

The item was approved as presented.

3.2 Amada Tool – Final Resolution- Amada Tool is planning an 19,000 sq. ft. expansion to their manufacturing facility in the City of Batavia. In addition to the \$2.3 million construction project, the company is investing over \$6.5 million in new equipment for a total investment of over \$8.8 million. The company has 68 FTE's and are planning to create an additional 17 FTE's with this project.

The company is seeking assistance from the GCEDC with a sales tax exemption valued at approx. \$111,200 and a property tax exemption, based on the incremental increase in assessed value, valued at approx. \$155,041. As benefits exceed \$100,000, a public hearing was held on October 2, 2018. No public comments were made.

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

C. Suozzi asked the Board to approve resolution no. 10/2018-02, approving incentives for the project.

Resolution No. 10/2018-02

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 OCTOBER 2, 2018, WITH RESPECT TO THE AMADA NORTH AMERICA, INC. (THE "COMPANY") PROJECT (THE "PROJECT"); (ii) MAKING A DETERMINATION WITH RESPECT TO THE PROJECT PURSUANT TO SEQRA; (iii) APPOINTING THE COMPANY AS AGENT OF THE AGENCY; (iv) AUTHORIZING FINANCIAL ASSISTANCE TO THE COMPANY IN THE FORM OF (A) A SALES AND USE TAX EXEMPTION FOR PURCHASES AND RENTALS RELATED TO THE ACQUISITION, CONSTRUCTION, RECONSTRUCTION, RENOVATION AND EQUIPPING OF THE PROJECT, AND (B) A REAL PROPERTY TAX ABATEMENT STRUCTURED THROUGH A TAX AGREEMENT; AND (v) AUTHORIZING THE NEGOTIATION, EXECUTION AND DELIVERY OF AN AGENT, FINANCIAL ASSISTANCE AND PROJECT AGREEMENT, LEASE AGREEMENT, LEASEBACK AGREEMENT, TAX AGREEMENT AND RELATED DOCUMENTS WITH RESPECT TO THE PROJECT.

T. Bender made a motion to approve Resolution No. 10/2018-02, approving incentives for the project; the motion was seconded by M. Gray. Roll call resulted as follows:

P. Battaglia -	Absent	C. Yunker -	Absent
T. Bender -	Yes	P. Zeff -	Yes
A. Young -	Yes	M. Gray -	Yes
A. Vanderhoof -	Yes		

The item was approved as presented.

3.3 Ellicott Station – Initial Resolution – S. Hyde shared that the Ellicott Station project is the adaptive reuse of an environmentally contaminated site in downtown Batavia, NY. The project consists of 1. Brownfield site remediation, 2. Removal of blighting structures and debris from the site, 3. Adaptive reuse of an existing two-story warehouse structure into a 16,695 sq. ft. craft beverage production facility, restaurant/bar, event space and outdoor beer garden for Resurgence Brewing Company, 4. New construction of a 5-story, 55-unit mixed-income multifamily residential apartment building with covered ground-floor parking and on-site playground, and 5. New construction of a single story, 16,850 sq. ft. class A multi-tenant office building targeting medical, educational and not-for-profit office tenancy.

As a revision to incentives previously approved by the Board in August 2017, Ellicott Station has requested that the GCEDC consider a re-framed set of local incentives for the following reasons:

1. The scope and investment to implement the project has increased substantially since local incentives approval in August 2017. Investment in the project has increased from \$17.6M to \$21.75M (+23%) along with the square footage of the project has increased by 26,011 sq. ft. from 73,000 sq. ft. to 99,111 sq. ft. which includes the addition of ground level garages for residents as well as the expansion of the housing units from 51 units previously planned to 55 units currently planned.
2. Given the significant expense to remediate and redevelop a brownfield/blighted property, the investment requirements are highly complex and public funding support is critical and necessary

to make the project economically viable especially given the real estate conditions in Batavia where market rents are depressed compared to nearby metro areas. Given this, business case adjustments have been made recently which is impacting the final funding piece of the project. Despite an exceedingly complex capital stack needed to fund this project, all pieces of the funding have been finalized but one. The final piece of funding has been identified and applications are being finalized as we speak. With that, Ellicott Station has worked with the GCEDC staff and is requesting an expansion in the PILOT related to the housing portion of the project to match the amortization schedule of the identified housing loan sources (30 years). This is something that the housing lending organization has encouraged, looking for a stronger local commitment to the housing aspects of the project. As such, a 30-year PILOT is an exception to the GCEDC UTEP policy and will require GCEDC Board approval along with the appropriate notification to all affected taxing jurisdictions during the process in satisfaction of the statutorily established UTEP exception procedure.

The company is now planning to invest approx. \$21.75M (previously \$17.6M) and create 68 new jobs (previously 60 jobs). They are asking for assistance from the GCEDC with a sales tax exemption valued at approx. \$1.1M, a mortgage tax exemption valued at approx. \$135K and a property tax abatement valued at approx. \$2M. Batavia Development Corp. will be submitting a Certificate of Consistency for the Board to consider approval of funding from the Batavia Pathway to Prosperity to support the project. A public hearing will be held as benefits exceed \$100,000.

S. Hyde asked the Board to approve Resolution No. 10/2018-03, accepting the application and setting a public hearing.

Resolution No. 10/2018-03

RESOLUTION OF THE GENESEE COUNTY INDUSTRIAL DEVELOPMENT AGENCY D/B/A GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER (THE "AGENCY") TO (i) SUPPLEMENT THE INITIAL RESOLUTION ADOPTED BY THE AGENCY ON JUNE 1, 2017 IN CONNECTION WITH A CERTAIN PROJECT WITH ELLICOTT STATION DEVELOPMENT LLC (THE "COMPANY"); (ii) AUTHORIZE A PUBLIC HEARING WITH RESPECT TO THE PROJECT, AND (iii) DESCRIBE THE FORMS OF FINANCIAL ASSISTANCE BEING CONTEMPLATED BY THE AGENCY WITH RESPECT TO THE PROJECT.

A. Young made a motion to approve Resolution No. 10/2018-03, accepting the application and setting a public hearing; the motion was seconded by M. Gray. Roll call resulted as follows:

P. Battaglia -	Absent	C. Yunker -	Absent
T. Bender -	Yes	P. Zeff -	Yes
A. Young -	Yes	M. Gray -	Yes
A. Vanderhoof -	Yes		

The item was approved as presented.

3.4 Tax Base Analysis – L. Farrell shared with the Board a presentation that was presented to the Genesee County Legislature Ways and Means on 9/19/18. Staff thought it was important for the GCEDC/GGLDC board members to be familiar with the information as we use this to demonstrate the agency’s return on investment to our county funding partners in terms of the annual growth in tax base for all taxing jurisdictions county-wide. The information was very well received by our sponsors, notably that \$4.84M in PILOT payments and property tax payments from projects previously on PILOTs were received by taxing jurisdictions county-wide in 2017. That equates to a \$25.00 in property tax and PILOT payments for every \$1.00 in the operating budget invested into the GCEDC. This information is being shared with the board for informational purposes.

4.0 Audit & Finance Committee – M. Gray

4.1 August 2018 Financial Statements – The August 2018 financial statements were reviewed with the Audit & Finance Committee. A brief overview was given. It was noted that Freightliner’s Project Origination Fee was collected in August. Restricted Cash decreased as qualifying expenditures were made using the STAMP ESD Imprest account funds and the County \$4M. All other expenditures are in line with the budget except as noted. This was recommended for approval by the Committee.

M. Gray made a motion to approve the August 2018 Financial Statements; the motion was seconded by T. Bender. Roll call resulted as follows:

P. Battaglia -	Absent	C. Yunker -	Absent
T. Bender -	Yes	P. Zelif -	Yes
A. Young -	Yes	M. Gray -	Yes
A. Vanderhoof -	Yes		

The item was approved as presented.

4.2 2019 Budget - Revised – L. Farrell presented an amendment to the 2019 GCEDC Budget. The funding from Genesee County has been increased by \$40K in anticipation of a request by the GCEDC to increase its annual funding commitment for 2019. In addition, the cash carry over allocation has been decreased by \$40K. This is the only recommended change. This was recommended for approval by the Committee.

M. Gray made a motion to approve the 2019 Budget Revision as presented; the motion was seconded by T. Bender. Roll call resulted as follows:

P. Battaglia -	Absent	C. Yunker -	Absent
T. Bender -	Yes	P. Zelif -	Yes
A. Young -	Yes	M. Gray -	Yes
A. Vanderhoof -	Yes		

The item was approved as presented.

4.3 GCEDC 1+3 Budget (2019-2022) – L. Farrell presented the 1+3 budget to the Committee for review. The 1+3 Budget is required to be entered into the NYS Public Authorities Reporting Information System (PARIS) online. It was noted that most line items show a 3% increase year over year unless highlighted. The highlighted line items are those that could be estimated more accurately. The Economic Development Grant coincides with the GGLDC’s Strategic Investment analysis. The PIF grant income and expense follows the PIF schedule. No grant activity is included past 2019. This was recommended for approval by the Committee.

M. Gray made a motion to approve; the motion was seconded by A. Young. Roll call resulted as follows:

P. Battaglia -	Absent	C. Yunker -	Absent
T. Bender -	Yes	P. Zelif -	Yes
A. Young -	Yes	M. Gray -	Yes
A. Vanderhoof -	Yes		

The item was approved as presented.

4.4 Land Lease Rates – The 2019 land lease rates were discussed with the Committee. The Board was reminded that the GCEDC saves money by not having to pay for bush hogging and that farming also helps to eliminate the progression of wetlands. The Committee recommends that the rates stay the same for 2019.

M. Gray made a motion to approve the 2019 Land Lease Rates as presented; the motion was seconded by T. Bender. Roll call resulted as follows:

P. Battaglia -	Absent	C. Yunker -	Absent
T. Bender -	Yes	P. Zelif -	Yes
A. Young -	Yes	M. Gray -	Yes
A. Vanderhoof -	Yes		

The item was approved as presented.

4.5 NYSDOT Traffic Review – The GCEDC had submitted the PERM33-COM Stage 1 and traffic study for the projected full build out of the LeRoy Food & Technology Park. Since this project consists of more than 100,000 square feet of building area NYSDOT needs the following items to complete their review:

1. A completed and signed form PERM 51 application from the permittee.
2. A check in the amount of \$2,000.00 payable to the New York State Department of Transportation.

This review will set what potential traffic improvements would be necessary to reach full buildout of the LeRoy Food & Technology Park. Once this study is completed, as projects move forward there, each company's traffic counts will be compared to this study to ensure that no other improvements are necessary. Based on the traffic model and assumptions used by CPL, they do not recommend any improvements at full build out. This study will be sent to NYSDOT for their review and concurrence or dispute.

It is not necessary to complete this form at this time as there is no pending project. NYSDOT has done a preliminary review and we can submit the PERM 51 at any time. However, the staff feels that this would be prudent to get NYSDOT to review now and confirm no improvements are deemed necessary, or if they mandate improvements it will help the GCEDC plan for the future accordingly.

This expense is not budgeted. The funds will be borrowed internally and repaid with future land sales.

A. Vanderhoof made a motion to approve submitting the completed PERM-51 and pay the \$2,000 application fee to NYSDOT; the motion was seconded by A. Young. Roll call resulted as follows:

P. Battaglia -	Absent	C. Yunker -	Absent
T. Bender -	Yes	P. Zelif -	Yes

A. Young - Yes
A. Vanderhoof - Yes

M. Gray - Yes

The item was approved as presented

5.0 Governance & Nominating Committee – C. Yunker

5.1 Procurement Policies and Procedures – L. Farrell shared that this policy is required to be reviewed annually. There are no changes being recommended.

5.2 Investment Policy- L. Farrell shared that this policy is required to be reviewed annually. There are no changes being recommended.

5.3 Disposition of Property Guidelines- L. Farrell shared that this policy is required to be reviewed annually. There are no changes being recommended.

5.4 Governance & Nominating Committee Charter- L. Farrell shared that this policy is required to be reviewed annually. There are no changes being recommended.

Items 5.1 – 5.4 are being recommended for approval by the Governance & Nominating Committee.

A. Young made a motion to approve items 5.1 – 5.4 as presented; the motion was seconded by A. Vanderhoof. Roll call resulted as follows:

P. Battaglia - Absent
T. Bender - Yes
A. Young - Yes
A. Vanderhoof – Yes

C. Yunker - Absent
P. Zelif - Yes
M. Gray - Yes

This item was approved as presented.

5.5 Whistle Blower Policy- L. Farrell shared that there is one change suggested for this policy. It is recommended to change the policy to state that reports of any violation of the Code of Ethics policy be reported to the Audit & Finance Committee Chair (not the President & CEO).

A. Vanderhoof made a motion to approve the Whistle Blower Policy as presented; the motion was seconded by A. Young. Roll call resulted as follows:

P. Battaglia - Absent
T. Bender - Yes
A. Young - Yes
A. Vanderhoof – Yes

C. Yunker - Absent
P. Zelif - Yes
M. Gray - Yes

This item was approved as presented.

6.0 STAMP Committee – P. Zelif

6.1 Award of Demolition of Structures Contract- The GCEDC ran an advertisement requesting bids for the demolition of 6 houses and 1 barn, along with asbestos remediation on five of the structures. A total

of seven companies requested copies of the bid documents, and a total of two bids were received, and publicly opened on September 14, 2018 at the GCEDC offices. The bids were as follows:

1. \$322,250.00 – Dan’s Hauling & Demo, Inc.
2. \$354,895.00 – Caysea Contracting Corp.

After reviewing the bids for completeness, Clark Patterson Lee recommends that the Board pass a resolution “Accepting all Base Bids received from Dan’s Hauling & Demo, for a total amount of \$322,250.00 and awarding the contract to them.”

P. Zelif requested at the Committee meeting that M. Masse check with CPL to ensure that Caysea did not include the air monitoring in their base bid. The difference in the two contracts is suspiciously similar to the air monitoring contract we will be voting on next.

M. Masse shared that Caysea’s bid did not include air monitoring services and recommends approving the contract with Dan’s Hauling & Demo, Inc.

This contract is to be covered under the \$33M ESD Grant.

P. Zelif made a motion to accept all base bids received from Dan’s Hauling & Demo, for a total amount of \$322,250.00 and award the contract to them for demolition of structures at the STAMP site; the motion was seconded by M. Gray. Roll call resulted as follows:

P. Battaglia -	Absent	C. Yunker -	Absent
T. Bender -	Yes	P. Zelif -	Yes
A. Young -	Yes	M. Gray -	Yes
A. Vanderhoof -	Yes		

This item was approved as presented.

6.2 Award of Air Monitoring Contract- Clark Patterson Lee solicited three bids for the air monitoring of the demolition of structures at the STAMP site. Based on the company’s daily monitoring rate, and assuming a 50-day schedule for demolition, the bid results are as follows:

1. \$23,966.00 AEG Environmental Group
2. \$21,250.00 Lozier Environmental Consulting, Inc.
3. \$22,134.00 Sienna Environmental Technologies

This contract is to be covered under the \$33M ESD Grant.

P. Zelif made a motion to accept the low bid by Lozier Environmental Consulting, Inc. for Air Monitoring Services, not to exceed \$22,000; the motion was seconded by T. Bender. Roll call resulted as follows:

P. Battaglia -	Absent	C. Yunker -	Absent
T. Bender -	Yes	P. Zelif -	Yes
A. Young -	Yes	M. Gray -	Yes
A. Vanderhoof -	Yes		

This item was approved as presented.

7.0 Employment & Compensation Committee – T. Bender

7.1 Sexual Harassment Policy- Under the New NY Labor Law Section 201-g, all employers in New York State (regardless of size) are required to adopt anti-sexual harassment policies and training programs that meet or exceed the requirements in model documents issued by the Department of Labor (DOL). The law states that employees must adopt a policy by October 9, 2018.

A draft policy was issued at the end of August, with the DOL asking for comments on the draft to be submitted by September 12th.

The DOL issued a final policy this week, with minor changes to the one provided in the meeting materials.

The Committee suggested that the policy replace the Board Chair with Employment & Compensation Committee Chair for the person to receive reports/complaints.

T. Bender made a motion to approve the Sexual Harassment Policy as discussed; the motion was seconded by A. Young. Roll call resulted as follows:

P. Battaglia -	Absent	C. Yunker -	Absent
T. Bender -	Yes	P. Zeff -	Yes
A. Young -	Yes	M. Gray -	Yes
A. Vanderhoof -	Yes		

This item was approved as presented.

8.0 Other Business

9.0 Adjournment

As there was no further business, A. Vanderhoof made a motion to adjourn at 5:58 p.m., which was seconded by A. Young and passed unanimously.



Project Name: Six Flags Darien, LLC

Board Meeting Date: September 6, 2018

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

PROJECT DESCRIPTION:

The company is planning on a new ride for 2019 and is seeking a sales tax exemption on the \$2,150,000 capital investment.

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

Project details: This project will assist in the retention of 380 FTE’s at the park in its entirety by continuing to provide a variety of rides and attractions.

Board Discussion: None.

M. Gray made a motion to concur with criteria #1; the motion was seconded by A. Young. Roll call resulted as follows:

P. Battaglia -	Absent	C. Yunker -	Absent
T. Bender -	Yes	P. Zelif -	Yes
A. Young -	Yes	M. Gray -	Yes
A. Vanderhoof -	Yes		

This 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 the long-term tax base and make a \$2,150,000 capital investment.

Board Discussion: None.

T. Bender made a motion to concur with criteria #2; the motion was seconded by A. Young. Roll call resulted as follows:

P. Battaglia -	Absent	C. Yunker -	Absent
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T. Bender - Yes
A. Young - Yes
A. Vanderhoof - Yes

P. Zeff - Yes
M. Gray - Yes

This item was approved as presented.

Attachment A

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: The project contributes to a liveable community for Genesee County and the region by providing entertainment services that are underserved in the surrounding economic development region.

Board Discussion: None.

T. Bender made a motion to concur with criteria #3; the motion was seconded by A. Young. Roll call resulted as follows:

P. Battaglia - Absent
T. Bender - Yes
A. Young - Yes
A. Vanderhoof - Yes

C. Yunker - Absent
P. Zeff - Yes
M. Gray - Yes

This 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: This project will continue to support the theme parks mission of a tourist destination and being a viable economic engine in the county. The total economic impact of Darien Lake is large as a sales tax generator. To simply isolate this project in our economic impact model (not including the entirety of the park), for every \$1 of public benefit, the company is investing \$4.31 into the local economy.

Board Discussion: None.

M. Gray made a motion to concur with criteria #4; the motion was seconded by T. Bender. Roll call resulted as follows:

P. Battaglia - Absent
T. Bender - Yes
A. Young - Yes
A. Vanderhoof - Yes

C. Yunker - Absent
P. Zeff - Yes
M. Gray - Yes

This item was approved as presented.

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

Attachment A

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.

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 planning to begin construction in Spring of 2019 and be operational by Summer of 2019.

Board Discussion: None.

T. Bender made a motion to concur with criteria #6; the motion was seconded by A. Young. Roll call resulted as follows:

P. Battaglia -	Absent	C. Yunker -	Absent
T. Bender -	Yes	P. Zelff -	Yes
A. Young -	Yes	M. Gray -	Yes
A. Vanderhoof -	Yes		

This item was approved as presented.

Board Concurrence: YES NO If no, state justification:



Project Name: Amada Tool

Board Meeting Date: September 6, 2018

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

PROJECT DESCRIPTION:

Amada Tool is planning an 19,000 sq. ft. expansion to their manufacturing facility in the city of Batavia. In addition to the \$2.3 million construction project, the company is investing over \$6.5 million in new equipment for a total investment of over \$8.8 million. The company has 68 FTE's and are planning to create an additional 17 FTE's with this project.

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

Project details: The company is creating 17 FTE's and retaining 68 FTE's with average salary of \$35,000.

Board Discussion: None.

A. Young made a motion to concur with criteria #1; the motion was seconded by M. Gray. Roll call resulted as follows:

P. Battaglia -	Absent	C. Yunker -	Absent
T. Bender -	Yes	P. Zeff -	Yes
A. Young -	Yes	M. Gray -	Yes
A. Vanderhoof -	Yes		

This 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 addition of 19,000 sq.ft. and a total investment of \$8.8 million.

Board Discussion: None.

Attachment B

A. Young made a motion to concur with criteria #2; the motion was seconded by T. Bender.

Roll call resulted as follows:

P. Battaglia -	Absent	C. Yunker -	Absent
T. Bender -	Yes	P. Zelif -	Yes
A. Young -	Yes	M. Gray -	Yes
A. Vanderhoof -	Yes		

This 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.

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 offered, the company is investing and helping generate an economic contribution/economic impact of \$85.6 into the local/regional/state economy. See economic impact report for further details.

Board Discussion: None.

A. Young made a motion to concur with criteria #4; the motion was seconded by M. Gray. Roll call resulted as follows:

P. Battaglia -	Absent	C. Yunker -	Absent
T. Bender -	Yes	P. Zelif -	Yes
A. Young -	Yes	M. Gray -	Yes
A. Vanderhoof -	Yes		

This item was approved as presented.

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

Attachment B

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: The company is in manufacturing and adding more high-tech equipment

Board Discussion: None.

M. Gray made a motion to concur with criteria #5; the motion was seconded by A. Young. Roll call resulted as follows:

P. Battaglia -	Absent	C. Yunker -	Absent
T. Bender -	Yes	P. Zelff -	Yes
A. Young -	Yes	M. Gray -	Yes
A. Vanderhoof -	Yes		

This item was approved as presented.

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 planning to begin construction in Winter of 2018 and be operational by Winter of 2019.

Board Discussion: None.

T. Bender made a motion to concur with criteria #6; the motion was seconded by M. Gray. Roll call resulted as follows:

P. Battaglia -	Absent	C. Yunker -	Absent
T. Bender -	Yes	P. Zelff -	Yes
A. Young -	Yes	M. Gray -	Yes
A. Vanderhoof -	Yes		

This item was approved as presented.

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