



**Thursday, September 7, 2017**  
**Upstate MedTech Centre – Innovation Zone**  
**4:00 PM**

**GCEDC MINUTES**

**Attendance**

Board Members: P. Battaglia, C. Yunker, P. Zeliff, M. Davis, M. Gray

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

Guests: T. Felton (GGLDC Board Member), S. Noble-Moag (GGLDC Board Member), G. Torrey (GGLDC Board Member), D. Cunningham (GGLDC Board Member), J. Krencik (The Daily News), John Jakubowski (GCEDC Consultant), Ed Flynn (Genesee County)

Absent: J. Rizzo, T. Bender

**1.0 Call to Order**

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

**Ed Flynn – Genesee County Housing Study Update** – E. Flynn shared that the County is about 5-6 months into their study. As part of the study, they sent out a survey for all of Genesee County. They have received 400 responses to date. He shared some analysis based on the results of the survey. He shared that the population in the County is stable but is aging. The County is moving towards a different type of community than it was 20 years ago. This information has been helpful so far in assessing the County's needs for housing. He looks forward to sharing the completed study with the Board once it is finished.

E. Flynn left at 4:15pm.

**John Jakubowski – Workforce Development Update** - John Jakubowski gave the Board a workforce development report for the period 8/15/16 – 8/14/17. He reviewed the goals and some highlights from his work for the past twelve months.

The Agency's long-term goals continue to remain the same. That is, we work to:

1. Develop and align training and educational programs that meet the needs of both existing companies and companies we are working to attract.
2. Assist companies in securing funding for their training and educational needs.
3. Secure funding for training and educational initiatives that support the GCEDC's economic development priorities and activities.
4. Interface with local and regional public and private educational institutions or providers.

As highlighted in last year's report, our short-term goals for the past 12 months focused on our K-16 population and working with our K-12 schools and teachers on curriculum and activities that better connect students and parents to STEM related career paths. We branded these initiatives as STEM to STAMP. Activities and highlights working to that end included:

- Secured signed Memorandums of Understanding (MOUs) with our educational institutions on STEM to STAMP workforce initiatives.
- At the higher education level, with our partners including GCC, MCC and RIT, we are working to enrich existing programs and develop, market and implement programs that would support semiconductor, photovoltaic and advanced manufacturing technologies. Further, we have begun working with them on developing a plan by which we could ramp up training/educational programs that would meet the markets content/timing requirements.
- At the elementary and secondary level, we have 18 signed MOUs with GVEP school districts, to foster greater collaboration and share curriculum and programming that will increase the K-12 populations awareness, understanding and knowledge of careers and jobs that we are working to bring to STAMP.
- Collaborated with the Batavia City School District and the GVEP in developing and piloting a STEM to STAMP educational program, called 4<sup>th</sup> Grade Innovators, for 200 students. The goal of this pilot program is to roll it out this year in other GVEP schools.
- In partnership with RIT, developed, delivered and made BOCES “aidable”, a two-day workshop in microelectronics and nanotechnology to help K-12 teachers develop active and engaging learning experiences for their students in STEM related career paths. This pilot workshop for teachers will be offered again in the 2017-18 school year.

Besides meeting annual short term goals, as part of our long-term vision, we have continued to:

- Maintain active participation on the WNY STEM Hub, the WEMOCO Workforce Council, the WNYTA Steering Committee and Industry Partner Committee, the MCC's Middle Skills Gam consortium and the workforce sub-committee of the Finger Lakes Regional Economic Development Council.
- \$51,034 remains from a previous grant award of \$100,000 from the National Fuel Gas Foundation for entry level training for the food processing industry. We are currently working with HP Hood and existing food processing companies on the best use of these funds.
- Support and develop programs that meet the existing needs of our local companies. Specifically, in mechatronics and this past year we saw our first cohort complete a CNC Adult Ed Machining Certificate program at the GVEP.
- Partner with private companies who have a common interest in enlightening both the adult and K-12 population regarding career paths in STEM areas and advanced manufacturing.
- Support our efforts through presentations to local and regional educators, individual school districts, educational institutions, service clubs and employment professionals.

Looking forward to the next 12 months, as part of STEM to STAMP and the STAMP subcommittee of the FLREDC, we are planning to:

- Work with partner school districts to roll out K-6 activities and learning experiences, piloted this past year.
- Encourage all partner school districts to send appropriate elementary and secondary teachers to the workshop piloted this past year at RIT.
- Encourage the establishment of STEM teachers/coordinators for K-6 grade levels.
- Working with our college partners, develop a numeric model that demonstrates the capacity of our region to leverage existing credit, non-credit and adult education programs to provide workforce ready employees.
- Engage our partners in overall resource planning to meet the market, content and training demands of a company or companies that would build at STAMP.

P. Battaglia asked J. Jakubowski about what the team is doing to market to the parents of the K-6 group.

J. Jakubowski shared that children have a great influence on their parents, especially at a younger age. If we can get more of the STEM to STAMP in the K-6 schools then we have a better chance of reaching the parents.

J. Jakubowski and J. Krencik left the meeting at 4:37pm.

P. Battaglia wished to welcome the new GGLDC Board member, D. Cunningham, to his first meeting.

**1.1 Enter Executive Session**

P. Zelif made a motion to enter executive session under the Public Officers Law, Article 7, Open Meetings Law Section 105, at 4:37 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 M. Gray and approved by all members present.

**1.2 Enter Public Session**

C. Yunker made a motion to enter back into public session at 5:10 p.m., seconded by P. Zelif and approved by all members present.

J. Krencik joined the meeting at 5:10pm.

**2.0 Chairman's Report & Activities**

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

**Next Scheduled Board Meeting: Thursday, October 5<sup>th</sup> at 4:00pm**

Audit & Finance Committee Meeting: Tuesday, October 3<sup>rd</sup> at 8:30am

STAMP Committee Meeting: Tuesday, October 3<sup>rd</sup> at 10:30 am

**2.2 Agenda Additions / Deletions / Other Business** – P. Battaglia noted the following changes (\*) to the GCEDC Committees:

Employment & Compensation Committee:

- T. Bender (Chair)\*
- P. Battaglia
- M. Gray
- M. Davis

Audit & Finance Committee:

- M. Gray (Chair)
- P. Battaglia
- T. Bender \*
- M. Davis

Governance & Nominating Committee:

- J. Rizzo (Chair)
- P. Battaglia
- P. Zelif \*
- C. Yunker

There were no changes to the STAMP Committee.

**Agenda Additions / Deletions:** M. Gray requested that item 4.3 LeRoy Land Swap be removed from the agenda.

**M. Gray made a motion to approve the agenda additions/deletions as presented; the motion was seconded by C. Yunker. Roll call resulted as follows:**

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

The item was approved as presented.

### 2.3 Minutes: August 3, 2017

**P. Zelif made a motion to approve the August 3, 2017 Meeting Minutes as presented; the motion was seconded by C. Yunker. Roll call resulted as follows:**

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

The item was approved as presented.

### 3.0 Report of Management

**3.1 Gallina Development – Final Resolution –** C. Suozzi shared that the newly formed company, Gateway GS, LLC, is planning on building a 25,000-sq. ft. shell for a spec building at Gateway II (to the south of Ashley Furniture). This will be Phase 1 of 5. The building will be engineered as a shell so that prospective tenants, who will ultimately lease the space, will control the buildout. This type of development is more flexible than fitting out the entire building at the on-set and is more attractive to prospective tenants. The tenants that this type of building will attract include warehousing, distribution, light manufacturing, technology and office space tenants.

The company is planning to invest approx. \$2.6M. They are asking for assistance from the GCEDC with a sales tax exemption valued at approx. \$76,800 and a property tax abatement valued at approx. \$62,975. Because incentives are valued at more than \$100,000 a public hearing was held. There were no public comments received at the meeting or in writing.

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

C. Suozzi asked the Board to approve Resolution No. 09/2017-01.

Resolution No. 09/2017-01

RESOLUTION OF THE GENESEE COUNTY INDUSTRIAL DEVELOPMENT AGENCY D/B/A GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER (i) MAKING A DETERMINATION WITH RESPECT TO THE GATEWAY GS, LLC PROJECT (THE "COMPANY") PROJECT PURSUANT TO SEQRA, (ii) AUTHORIZING THE NEGOTIATION, EXECUTION AND DELIVERY OF AN AGENT, FINANCIAL ASSISTANCE AND PROJECT AGREEMENT, LEASE AGREEMENT, LEASEBACK AGREEMENT, TAX AGREEMENT AND RELATED DOCUMENTS; (iii) 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 (iv) AUTHORIZING THE EXECUTION AND DELIVERY OF RELATED DOCUMENTS.

**P. Zelif made a motion to approve the Gallina Development – Final Resolution No.09/2017-01 as presented; the motion was seconded by M. Davis. Roll call resulted as follows:**

P. Battaglia - Yes  
T. Bender - Absent  
M. Davis - Yes  
J. Rizzo - Absent

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

**The item was approved as presented.**

**3.2 Yancey's Fancy – Final Resolution** – C. Suozzi shared that Yancey's Fancy will be expanding and renovating the original Kutter's Cheese facility at 857 Main Rd. in Pembroke. The project will allow the company to nearly double its natural cheese capacity at this location. The company will expand this facility 6,000 sq. ft., thus will total 34,000 sq. ft. at 857 Main Rd. and pledge to create 15 jobs. In 2014-15, the company invested over \$20M and build a 112,000-sq. ft. facility at the Buffalo East Technology Park and did create the 50 jobs that were pledged as of November 22, 2016. Today, the company has 155 FTEs.

The company is planning to invest approx. \$5.5M. They are asking for assistance from the GCEDC with a sales tax exemption valued at approx. \$60,800, and a property tax exemption, based on the incremental increase in assessed value, valued at approx. \$112,272. Because incentives are valued at more than \$100,000 a public hearing was held. There were no public comments made.

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

C. Suozzi asked the Board to approve Resolution No. 09/2017-02.

Resolution No. 09/2017-02

RESOLUTION OF THE GENESEE COUNTY INDUSTRIAL DEVELOPMENT AGENCY D/B/A GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER (i) MAKING A DETERMINATION WITH RESPECT TO THE YANCEY'S FANCY, INC. PROJECT (THE "COMPANY") PROJECT PURSUANT TO SEQRA, (ii) AUTHORIZING THE NEGOTIATION, EXECUTION AND DELIVERY OF AN AGENT, FINANCIAL ASSISTANCE AND PROJECT AGREEMENT, LEASE AGREEMENT, LEASEBACK AGREEMENT, TAX AGREEMENT (OR AMENDMENTS TO SUCH EXISTING DOCUMENTS) AND RELATED DOCUMENTS; (iii) 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 (iv) AUTHORIZING THE EXECUTION AND DELIVERY OF RELATED DOCUMENTS.

**C. Yunker made a motion to approve Yancey's Fancy – Final Resolution No. 09/2017-02 as presented; the motion was seconded by M. Davis. Roll call resulted as follows:**

P. Battaglia - Yes  
T. Bender - Absent  
M. Davis - Yes  
J. Rizzo - Absent

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

**The item was approved as presented.**

#### **4.0 Audit & Finance Committee – M. Gray**

**4.1 2018 Budget – M. Gray** shared that the Committee has reviewed the 2018 budget assumptions at two different meetings and the 2018 budget is being recommended for approval. He asked L. Farrell to review with the full Board the highlights of the 2018 budget.

The following was noted:

- County contribution included in preliminary budget at 2017 level (\$193,513)
- Fee Annuity Streams – recognized a revenue in previous years, cash to be collected in 2018:
  - o RGE/Byron Bergen School = \$20K (received annually thru 2020)
  - o HP Hood = \$279.6K (received annually thru 2022)
- Reduced expenditures where possible.
- We have been covering funding gaps with grants from the GGLDC to support the Economic Development Program as well a property management transfers from GGLDC’s MedTech Centre.
- Base employee wages – Assume 2.5% increase. Additional \$15K placeholder included for 2018.
- Based on Independent Health’s notification that was received in May, they have requested an approx. 12.86% increase to the premium for our current plan.
- 2 active loans in RLF #1, 1 additional loan currently in collections.
- 1 active loan in RLF #2
- No land sales included in budget – conservative.
- Base operating activity for STAMP has been included (insurance, utilities, special district fees)
- An undrawn fee related to the KeyBank Line of Credit has been included. Actively working with Empire State Development to set up an imprest account to handle grant funds in the future, which would eliminate or reduce the need for a line of credit.
- Balance of \$33M ESD STAMP Grant included as revenue and expense (\$25.5M)
- 3 active loans in the GAIN! Loan Fund; 100% of the GCEDC’s funding allocation has been loaned out or committed.

P. Battaglia shared that after doing some more research he is comfortable with including the unused portion of the \$33M grant in the 2018 budget. He suggested adding a note in the budget clarifying that the \$25.5M included in the budget is related to the \$33M STAMP grant.

**P. Zelif made a motion to approve 2018 Budget as presented; the motion was seconded by C. Yunker. Roll call resulted as follows:**

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

**The item was approved as presented.**

**4.2 July 2017 Financial Statements –** The July 2017 financial statements were reviewed with the Committee. A brief overview was given; all expenditures were in line with the budget, except as noted. The financial statements were recommended for approval.

**C. Yunker made a motion to approve the July 2017 Financial Statements as presented; the motion was seconded by P. Zelif. Roll call resulted as follows:**

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

**The item was approved as presented.**

**4.3 LeRoy Land Swap** – This item was removed from the agenda.

**4.4 Permac (Coach Tony’s) Loan Request** – M. Masse shared that Permac Enterprises, Inc. (Coach Tony’s) submitted a loan application. Their project will consist of the acquisition of land and the construction of a 5,000-sq. ft. building to house their manufacturing operations.

The GCEDC is proposing to use Revolving Loan Fund #1 in the amount of \$100,000 to provide a loan to the company as gap financing on the project. The term loan will have an interest rate of 80% of Prime with a floor of 3% per annum and will be amortized over a 10-year term. The loan will be secured by a second position lien filing against the building as well as cross-corporate and personal guarantee of the member/shareholder.

**C. Yunker made a motion to approve Permac (Coach Tony’s) Loan Request as presented; the motion was seconded by M. Davis. Roll call resulted as follows:**

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

**The item was approved as presented.**

M. Gray also noted that the GCEDC Audit & Finance Committee completed its annual assessment of internal controls.

## **5.0 Governance & Nominating Committee – J. Rizzo**

**5.1 Nothing at this time**

## **6.0 STAMP Committee – P. Zelif**

**6.1 Town of Alabama Incentive Zoning Agreement Amendment** – M. Masse shared that the staff has been working with the Town of Alabama on amending the existing Incentive Zoning Agreement (IZA) that was originally approved in December of 2012 to accelerate the Town’s water project. Over the last four years, the scope of the potential tenants and their needed infrastructure has changed, along with the proposed concept plan of the STAMP site at full build out. During this process, there have been several items that the GCEDC has needed to request from the Town to accomplish the goal of STAMP and its revised layout (including some reductions to require buffers). The Town of Alabama has held its necessary public hearings on this amendment, and the Town Board approved it at their August 14<sup>th</sup> Board meeting.

Additional funds to be paid to the Town of Alabama under this amendment are approx. \$3.9M, with \$3.2M of it being covered under existing NYS grants and funding from the County, with the remaining \$700,000 to be paid out of future land sale proceeds (the result of additional developable acreage from Town

concessions on buffers and the GCEDC's decision to sell undevelopable land). The \$700,000 amount could be higher or lower depending on the selling price of land.

**P. Zelifff made a motion to approve Town of Alabama Incentive Zoning Agreement Amendment as presented; the motion was seconded C. Yunker. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
T. Bender -	Absent	P. Zelifff -	Yes
M. Davis -	Yes	M. Gray -	Yes
J. Rizzo -	Absent		

**The item was approved as presented.**

**C. Yunker left the meeting at 5:39pm.**

**6.2 Cost to File Easements for Water Project** - M. Masse shared as a part of the cost of construction of the Phase I water project, the Town of Alabama has asked the GCEDC to reimburse them for the costs related to the Genesee County Clerk's fees for filing easements for the water lines, in the amount of \$5,825. This will be reimbursed under the \$33M ESD grant.

**P. Zelifff made a motion to approve the Cost to File Easement for Water Project, as presented; the motion was seconded by C. Yunker. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
T. Bender -	Absent	P. Zelifff -	Yes
M. Davis -	Yes	M. Gray -	Yes
J. Rizzo -	Absent		

**The item was approved as presented.**

## **7.0 Employment & Compensation Committee**

**7.1 Nothing at this time.**

## **8.0 Other Business**

### **9.0 Adjournment**

As there was no further business, P. Zelifff made a motion to adjourn at 5:42 p.m., which was seconded by M. Gray and passed unanimously.



Project Name: Gateway GS, LLC



Board Meeting Date: September 7, 2017

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

**PROJECT DESCRIPTION:**

The newly formed company is planning on beginning to build a 25k sq. ft. shell or Spec building at Gateway II (to the south of Ashley). This will be Phase 1 of 5. The building will be engineered as a shell so that prospective tenants, who will ultimately lease the space, will control the buildout. This type of development is more flexible than fitting out the entire building at the on-set and is more attractive to prospective tenants. The tenants that this type of building will attract include warehouse, distribution, light manufacturing, technology and office space tenants.

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

**Project details:** TBD by future tenant

**Board Discussion: None.**

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

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

**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 their new 25,000 sq.ft. facility and \$2,625,000 in capital investment.

**Board Discussion: None.**

**C. Yunker made a motion to approve Criteria #2 as presented; the motion was seconded by M. Gray. Roll call resulted as follows:**

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

**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.

**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 \$6.9 into the local economy (without any FTE’s at this point).

**Board Discussion:** None.

**M. Gray made a motion to approve Criteria #4 as presented; the motion was seconded by P. Zelif. Roll call resulted as follows:**

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

**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:** TBD based on tenant

**Board Discussion:** None.

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

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

**The 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 planned to begin construction in Fall of 2017- Spring 2018.

**Board Discussion:** None.

**C. Yunker made a motion to approve Criteria #6 as presented; the motion was seconded by P.**

**Zeliff. Roll call resulted as follows:**

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

**The item was approved as presented.**

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



**Project Name: Yancey's Fancy**

**Board Meeting Date: September 7, 2017**

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

**PROJECT DESCRIPTION:**

Yancey's Fancy will be expanding and renovating the original Kutters Cheese facility at 857 Main Rd in Pembroke. The project will allow the company to nearly double its natural cheese capacity at this location.

The company will expand this facility 6,000 sq. ft., thus will total 34,000 sq.ft. at 857 Main Rd. and pledge to create 15 new jobs.

In 2014-15, the company invested over \$20 million and built a 112,000-sq. ft. facility at the Buffalo East Technology Park and did create the 50 jobs that were pledged as of November 22, 2016.

Today, the company has 155 FTE's

GCEDC is looking to assist the project with a Sales Tax Exemption and Property Tax Abatement for the incremental increase in assessed value due to the proposed construction.

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

**Project details: The project will pledge to create 15 FTE's at an average salary with benefits starting at \$32,000 per job.**

**Board Discussion: None.**

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

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

**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 facility expansion of 6,000 sq.ft. and \$5.5 million in capital investment.**

**Board Discussion: None.**

**M. Gray made a motion to approve Criteria #2 as presented; the motion was seconded by C. Yunker. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
T. Bender -	Absent	P. Zeff -	Yes
M. Davis -	Yes	M. Gray -	Yes
J. Rizzo -	Absent		

**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:**

**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 \$117.5 into the local economy.

**Board Discussion:** None.

**M. Davis made a motion to approve Criteria #4 as presented; the motion was seconded by P. Zeff. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
T. Bender -	Absent	P. Zeff -	Yes
M. Davis -	Yes	M. Gray -	Yes
J. Rizzo -	Absent		

**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:** This is a strategic industry- Agri-Business and Food Processing

**Board Discussion: None.**

**C. Yunker made a motion to approve Criteria #5 as presented; the motion was seconded by M. Gray. Roll call resulted as follows:**

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

**The 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 planned to begin construction in Fall of 2017 and be in operation by second quarter of 2018.

**Board Discussion: None.**

**M. Gray made a motion to approve Criteria #6 as presented; the motion was seconded by C. Yunker. Roll call resulted as follows:**

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

**The item was approved as presented.**

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