



Meeting Agenda – Governance & Nominating Committee
 Genesee County Economic Development Center
 Thursday, March 28, 2024, 3:45pm
 Location: 99 MedTech Drive, Innovation Zone

Page #s	Topic	Discussion Leader	Desired Outcome
	1. Call to Order – Enter Public Session	C. Yunker	
	2. Chairman’s Report & Activities	C. Yunker	
	2a. Agenda Additions / Other Business		
2-4	2b. Minutes: March 7, 2024		Vote
	3. Discussions / Official Recommendations to the Board:		
5-7	3a. Mission Statement & Measurement Report	M. Masse	Disc / Vote
	4. Adjournment	C. Yunker	Vote

**GCEDC Governance & Nominating Committee Meeting
Thursday, March 7, 2024
Location – 99 MedTech Drive, Innovation Zone
3:00 p.m.**

MINUTES

ATTENDANCE

Committee Members: P. Zelif, M. Clattenburg, C. Yunker (Video Conference*), K. Manne
Staff: S. Hyde, L. Farrell, M. Masse, P. Kennett, L. Casey, C. Suozzi, J. Krencik, E. Finch
Guests: D. Cunningham (GGLDC Board Member), S. Noble-Moag (GGLDC Board Member)
Absent:

*Attending from a physical location identified in the meeting notice as open to the public.

1. CALL TO ORDER / ENTER PUBLIC SESSION

C. Yunker called the meeting to order at 3:01 p.m. in the Innovation Zone via video conference.

C. Yunker requested that P. Zelif lead the meeting due to his remoteness. P. Zelif agreed.

2. CHAIRMAN'S REPORT & ACTIVITIES

2a. Agenda Additions / Deletions / Other Business – Nothing at this time.

2b. Minutes: June 1, 2023

C. Yunker made a motion to approve the June 1, 2023 meeting minutes as presented; the motion was seconded by M. Clattenburg. Roll call resulted as follows:

P. Zelif -	Yes
M. Clattenburg-	Yes
C. Yunker -	Yes (Video Conference*)
K. Manne -	Yes

The item was approved as presented.

3. DISCUSSIONS / OFFICIAL RECOMMENDATIONS TO THE BOARD

3a. Board Self-evaluation Process – L. Farrell provided a copy of the confidential evaluation of board performance questionnaire to the Committee via email. Responses should be submitted to the Board Chair. The Board Chair will then compose a summary report, which will be submitted to the ABO by March 31, 2024.

3b. Authority Self-Evaluation of Prior Year Performance - Public Authorities are required to perform a self-evaluation of prior year's goals/measurements annually. This report shows the results against the goals and measurements that were set for 2023. This report will be posted to the website.

M. Masse stated that the Agency set a goal of capital investment commitment of \$47M for 2023. The actual result from projects was \$29M for 2023. If projects that exceed \$50M in capital investment were included (Nexgistics and Atlas Copco), the total for the year is \$257 million. The Agency also pledged to create 93 jobs from projects in 2023. These projects resulted in 2 jobs pledged in 2023. If projects that exceed \$50M in capital investment were included (Nexgistics and Atlas Copco), the total jobs pledged for the year is 348. The GCEDC collected \$1.6M in project origination fee revenue as compared to the \$450K budgeted for 2023.

M. Masse reviewed, in detail, all agency performance results relative to 2023 goals. This summary was included with the meeting materials.

C. Yunker stated that he agrees with the summary that was provided and that the Agency largely met the goals that were established for 2023.

M. Clattenburg made a motion to recommend to the full Board the approval of the Authority Self-Evaluation of Prior Year Performance as presented; the motion was seconded by K. Manne. Roll call resulted as follows:

P. Zeff -	Yes
M. Clattenburg-	Yes
C. Yunker -	Yes (Video Conference*)
K. Manne -	Yes

The item was approved as presented.

3c. Mission Statement & Measurement Report – The Authority’s Board must annually review the authority’s mission statement and performance goals to ensure that its mission has not changed and that the authority’s performance goals continue to support its mission. This report will be posted to the website and submitted to PARIS.

Included with the meeting materials are the proposed goals for 2024. Staff utilizes a spreadsheet that tracks data from 2007 to current for job creation, pledges by year, capital investment by year, and number of projects by year. In the past, the capital investment and job creation goals were based on an average of actual pledged capital investment and job creation. Mega projects are removed from this average. The 8-year rolling average is 66 jobs and \$39M capital investment. The 4-year rolling average is 50 jobs and \$50M capital investment.

M. Masse recommends that the Agency set a goal of capital investment commitment of \$47M for 2024, which does not include any Mega projects (over \$50M capital investment commitment). M. Masse also recommends the Agency set a job creation goal of 93 jobs from projects in 2024, which doesn’t include any mega projects. The other suggested goals are over-arching goals that the entire staff can work towards achieving and are still consistent with the Agency’s mission.

The Committee recommended that the goals should be analyzed to include an inflation factor. Staff will revise the 2024 goals and bring them forward at a subsequent Governance & Nominating Committee meeting.

The agenda item was tabled.

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4. ADJOURNMENT

As there was no further business, C. Yunker made a motion to adjourn at 3:11 p.m., seconded by K. Manne, and passed unanimously.

Local Public Authority Name: Genesee County Industrial Development Agency d/b/a Genesee County Economic Development Center (GCEDC)

Fiscal Year: January 1, 2024 – December 31, 2024

Enabling Legislation (enables Local Public Authority Mission Statement): Industrial development agencies (“IDAs”) are formed under Article 18-A of New York State General Municipal Law, as public benefit corporations. IDAs were created to actively promote, encourage, attract and develop job and recreational opportunities and economically-sound commerce and industry in cities, towns, villages and counties throughout New York State (the “State”). IDAs are empowered to provide financial assistance to private entities through tax incentives in order to promote the economic welfare, prosperity and recreational opportunities for residents of a municipality (“Benefited Municipality”).

Mission Statement: The GCEDC is the primary economic development agency in Genesee County, NY. The GCEDC’s mission is to facilitate local economic growth and development which fosters investment and job creation for the benefit of our residents and children. We do this by offering financial assistance, real estate solutions, workforce development programming and placemaking options in order to build back local and regional manufacturing and by supporting the continued growth and success of our local businesses all across Genesee County.

2024 Measurements:

1. Secure capital / business investment commitments of \$48 million (not including any project over \$50 million in capital investment).
2. Secure pledges to create 93 jobs.
3. Achieve the GCEDC 2024 budget from a bottom-line financial operation performance standpoint.
4. Continue an active outreach campaign. Continue engagements with state, federal, regional, local, and educational partners focused on advancing the GCEDC’s development strategy enabling local/regional economic growth and quality job opportunities for our residents and children.
5. Continue site development activities at the tech and industrial parks which facilitates achievement of our jobs and investment goals. Initiate environmental scan for potential next generation shovel ready park development.
6. Continue active participation with the City of Batavia, Batavia Development Corp., County, School districts, Finger Lakes REDC, New York State and related community partners with respect to revitalization activities and projects in the City of Batavia to include development and implementation of the Batavia DRI Strategic Investment Plan. This will include the importance of the development and support of Placemaking activities/housing.
7. Continue active sales and marketing efforts focused on company attractions, expansions, and retentions to achieve our investment and jobs goals and continued focus on economic expansion.
8. Continue workforce development activities with our education partners focused on worker pipeline enhancement enabling growth by our existing base of businesses and supporting company attractions to the community/region.

Authority Stakeholder(s): Genesee County Legislature

Authority Beneficiaries: The residents and taxing jurisdictions of Genesee County

Authority Customers: The Business Community of Genesee County

Authority self-evaluation of prior year performance (based upon established measurements): To Be provided by March 31, 2024 related to 2023 performance.

Governance Certification:

1. Have the board members acknowledged that they have read and understood the mission of the public authority?

Board of Directors Response: Yes

2. Who has the power to appoint management of the public authority?

Board of Directors Response: The Board of Directors

3. If the Board appoints management, do you have a policy you follow when appointing the management of the public authority.

Board of Directors Response: The Board has not adopted a final, written policy; however, the Board follows the prudent and reasonable past practice of appointing responsible individuals.

4. Briefly describe the role of the Board and the role of management in the implementation of the mission.

Board of Directors Response: The role of the Board regarding the implementation of the public authority's mission is to provide strategic input, guidance, oversight, mission authorization, policy setting and validation of the authority's mission, measurements and results. The role of management is to collaborate with the Board in strategy development / strategy authorization and to implement established programs, processes, activities and policies to achieve the public authority's mission.

5. Has the Board acknowledged that they have read and understood the response to each of these questions?

Board of Directors Response: Yes

As of 12/31/23 Final year end numbers

Calculation using historic core project data: Source = GCEDC Activity Tracking Database (does not include major projects over \$10 m or mega projects over \$50 m)

Year	Pledged Job Creation	Number of projects	Jobs Retained	Capital Investment	
2007	44	6	534	\$ 14,690,000	UMMC - \$16.71 m, Empire pipeline - \$29.1 m, Target - \$14.2 m, Darien Lake \$109 m not included
2008	150	18	545	\$ 60,000,000	No core projects in excess of \$10 m capex or \$50 m capex
2009	40	5	119	\$ 52,200,000	UMMC \$18m and Kreher \$12m not included
2010	36	23	475	\$ 21,600,000	No core projects in excess of \$10 m capex or \$50 m capex
2011	120	28	671	\$ 17,800,000	Alpina - \$17.5 m capex, Oatka - \$16 m capex not included
2012	241	37	526	\$ 18,400,000	Muller Quaker Dairy, LLC - \$206 m capex
2013	270	28	1,295	\$ 29,940,000	No major or mega projects
2014	91	17	594	\$ 37,401,000	Yancey's Fancy \$20.7 million capex
2015	158	18	822	\$ 32,950,000	Oatka \$20.99 million capex
2016	28	16	553	\$ 21,500,000	
2017	40	14	771	\$ 18,100,000	Bonduelle and HP Hood removed
2018	99	16	620	\$ 33,800,000	
2019	150	22	836	\$ 39,000,000	
2020	78	18	7	\$ 83,000,000	
2021	53	5	75	\$ 21,677,000	
2022	16	9	13	\$ 32,565,000	
2023	2	8	21	\$ 29,900,000	

Calculation using historic major or mega project data: Source = GCEDC Activity Tracking Database (only includes major projects over \$10 m or mega projects over \$50 m)

Year	Pledged Job Creation	Number of projects	Jobs Retained	Capital Investment	
2007	138	4	69	\$ 169,010,000	UMMC - \$16.71 m, Empire pipeline - \$29.1 m, Target - \$14.2 m, Darien Lake \$109 m
2008	-	-	-	\$ -	No core projects in excess of \$10 m capex or \$50 m capex
2009	12	2	630	\$ 30,000,000	UMMC \$18m and Kreher \$12m
2010	-	-	-	\$ -	No core projects in excess of \$10 m capex or \$50 m capex
2011	52	2	315	\$ 33,500,000	Alpina - \$17.5 m capex, Oatka - \$16 m capex
2012	186	1	0	\$ 206,250,000	Muller Quaker Dairy, LLC - \$206 m capex
2013	-	-	-	\$ -	
2014	50	1	108	\$ 20,671,000	Yancey's Fancy
2015	21	1	334	\$ 20,990,000	Oatka
2016	41	2	0	\$ 63,360,000	Kreher's \$35.36m ESD STAMP grant \$28m
2017	248	2	0	\$ 222,200,000	Bonduelle and HP Hood
2018	0	0	0	\$ -	
2019	50	1	0	\$ 22,000,000	Upstate purchase of Alpina building
2020	0	0	0	\$ -	
2021	118	3	0	\$ 321,837,000	Plug Power, Ellicott Station, and Liberty Pumps
2022	101	2	0	\$ 64,525,000	RRII and YMCA Healthy Living Campus
2023	346	2	0	\$ 226,850,000	Nexgistics and Atlas Copco

Totals of core projects, major projects and mega projects by year

Year	Pledged Job Creation	Number of projects	Jobs Retained	Capital Investment	
2007	182	10	603	\$ 183,700,000	
2008	150	18	545	\$ 60,000,000	
2009	52	7	749	\$ 82,200,000	
2010	36	23	475	\$ 21,600,000	
2011	172	30	986	\$ 51,300,000	
2012	427	38	526	\$ 224,650,000	
2013	270	28	1,295	\$ 29,940,000	
2014	141	18	702	\$ 58,072,000	
2015	179	19	1,156	\$ 53,940,000	\$ 1,124,362,000 Total capex
2016	69	18	553	\$ 84,860,000	2,065 Total job commitment
2017	288	16	771	\$ 240,300,000	
2018	99	16	620	\$ 33,800,000	
2019	200	23	836	\$ 61,000,000	
2020	78	18	7	\$ 83,000,000	
2021	171	8	75	\$ 343,514,000	
2022	117	12	13	\$ 97,090,000	
2023	348	10	21	\$ 256,750,000	

Totals of all projects (adjusted to remove large attraction projects, or large non-recurring projects):

Year	Pledged Job Creation	Number of projects	Jobs Retained	Capital Investment	
2007	26	7	208	\$ 31,400,000	(Removed Target, Empire Pipeline and Darien Lake)
2008	150	18	545	\$ 60,000,000	
2009	52	7	749	\$ 82,200,000	
2010	36	23	475	\$ 21,600,000	
2011	137	29	475	\$ 33,800,000	(Removed Alpina)
2012	241	37	1301	\$ 18,400,000	(Removed Muller Quaker Dairy)
2013	150	27	1,295	\$ 22,940,000	(Removed Dicks Sporting Goods, 120 jobs, \$7 million capex, can no longer assist ret)
2014	141	18	702	\$ 58,072,000	
2015	179	19	1,156	\$ 53,940,000	
2016	19	17	553	\$ 19,800,000	(Removed Kreher's and ESD STAMP grant)
2017	58	13	463	\$ 20,000,000	(Removed HP Hood)
2018	99	16	620	\$ 33,800,000	
2019	150	22	836	\$ 39,000,000	(Removed Upstate purchase of Alpina building)
2020	78	18	7	\$ 83,000,000	
2021	103	7	75	\$ 57,804,000	(Removed Plug Power)
2022	16	9	13	\$ 32,565,000	(Removed RRII and YMCA Healthy Living Campus)
2023	2	8	21	\$ 29,900,000	(Removed Nexgistics and Atlas Copco)

	Jobs Created	Capital Investment
8 year average	66	\$ 39,483,625
4 year average	50	\$ 50,817,250

Prior approved Board Goals Budgets:

Year	Job Creation	Capital Investment	
2011	100	\$ 13,800,000	Note: The Board chose to set a different goal than the calculated three year rolling average for 2011. This goal of 100 jobs created was higher than the calculated goal of 79 jobs. The Board feels that 100 jobs is a better goal because the 2009 and 2010 actual job creation numbers were very low due to the downturn in the economy.
2012	126	\$ 18,690,000	2012 goals based on a 5% increase to 2011 actual core project job creation and capital investment numbers
2013	132	\$ 19,250,000	Core projects only. Board also set a goal of one major project with a \$10 m capex and job creation goal of 50.
2014	200	\$ 32,000,000	
2015	205	\$ 35,000,000	
2016	360	\$ 140,000,000	(210 from core projects and 150 from one mega project) (\$40m in core projects and \$100m from one mega project)
2017	122	\$ 39,000,000	
2018	125	\$ 40,000,000	
2019	90	\$ 32,000,000	
2020	90	\$ 32,000,000	
2021	90	\$ 35,000,000	
2022	90	\$ 45,000,000	
2023	93	\$ 47,000,000	

Recommended goals for 2024:

2024	93	\$ 48,410,000	3% cost inflation used
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