



6122 South Park Avenue  
Hamburg, New York 14075  
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**Hamburg Industrial Development Agency  
Board of Directors Meeting  
July 28, 2020, 7:30am  
Hamburg Village Fire Hall (301 Union Street) –in person or  
Via Zoom Teleconferencing – due to the COVID 19 Pandemic**

**Present**

Janet Plarr - Zoom  
Tom Moses – in person  
Davis Podkulski – in person  
Bob Hutchison - in person  
Cam Hall – in person  
Robert Reynolds – in person  
Andy Palmer – in person  
Norma Rusert-Kelly – in person

**Excused**

Wence Valentin

**Guests**

Jennifer Strong, Neill & Strong - Zoom  
Mary Doran, HIDA – in person  
Jessica Bond, Hamburg Sun - Zoom  
Andy DeVincentis, Walden Develop - Zoom  
Frank Campofelice, Walden Develop - Zoom  
Pat Ogiony, 290 Lake LLC - Zoom

**Executive Director**

Sean Doyle – in person

**-Pledge of Allegiance**

-Director Doyle, thanked the Hamburg Village Fire Department for hosting us today.

-Doyle read Public Hearing Notice below:

**LEGAL NOTICE  
NOTICE OF VIRTUAL PUBLIC HEARING  
TOWN OF HAMBURG INDUSTRIAL DEVELOPMENT AGENCY**

PLEASE TAKE NOTICE that the Town of Hamburg Industrial Development Agency will hold a public hearing on Tuesday, July 28, 2020, at 7:30 a.m. at the Hamburg Village Fire Hall, 301 Union Street, Hamburg, New York to consider the following proposed financial assistance requested of the Agency.

**290 LAKE STREET HOLDINGS, LLC, PROJECT** - Request for Agency assistance for in the form of a lease only or lease with mortgage transaction in an amount not to exceed \$3,160,447.00. The assistance contemplated by the Agency will include mortgage tax abatement, sales tax exemption on any materials and/or equipment purchased for incorporation into Project and real property tax abatement in accordance with existing Agency Uniform Tax Exemption Policy and Guidelines, as amended. 290 Lake Street Holdings, LLC (the "Lessee") has entered into negotiations with the officials of the Town of Hamburg Industrial Development Agency (the "Agency") with respect to a lease with mortgage or lease only transaction for the construction of an approximately 19,260 square feet mixed-use infill development on a former vehicle repair facility, consisting of 12,840 square feet of 10 market rate apartments and 6,420 square feet of speculative professional office and / or retail space located at 290 Lake Street, Hamburg, New York., by the Lessee, as Agent for the Agency, for leaseback by the Lessee to the Agency. The Project will allow the Lessee to expand its operations and employment in the Town of Hamburg. The Lessee will then look to lease the facility for residential multifamily housing and professional office and / or retail tenants (the "Project").

The Agency will present information relative to this project and application at the hearing. Persons interested may attend and will be given an opportunity during the hearing to make statements. Also written comments may be submitted to the Agency at or before the hearing.

**-Motion** to open the Public Hearing at 7:35am Director Doyle.

**Moved:** Norma Rusert-Kelly    **Seconded:** Bob Hutchinson  
**Ayes:** Moses, Hutchison, Hall, Podkulski, Reynolds, Palmer, Rusert-Kelly  
**Nays:** none  
*Carried*

Pat Ogiony from 290 Lake, LLC, spoke on the project. They received approval from the Town and Village of Hamburg last week. The retail component is less than 30 % of the overall project.

Additionally, the developer provided an analysis of cash flow with and without IDA assistance. The assistance of the IDA is necessary for the project to be viable. It's a speculative build. Once all approvals are received they can go ahead and start marketing the property for lease.

Norma Rusert-Kelly asked the square footage of the apartments. They are 1 and 2 bedroom – 850 to 1,250 square feet. Bob Reynolds asked about providing low income rentals – as done with the Oaks at South Park. The Town of Hamburg does have a low income law however it is not an IDA requirement for approval of the project. There was an additional question about the railroad tracks and noise. There will be landscaping and a fence in place. The train goes by 3 times a day.

**-Janet Plarr** joined the meeting at 7:50am

Director Doyle asked for further comments/concerns from the attendees via Zoom and in person, 3 times. No further comments were made.

**-Motion** to close the public hearing at 7:52am

**Moved:** Tom Moses                    **Seconded:** Bob Hutchinson  
**Ayes:** Moses, Hutchison, Hall, Podkulski, Plarr, Reynolds, Palmer, Rusert-Kelly  
**Nays:** none  
*Carried*

**- Roll Call**

**-Motion** to open the board meeting at 7:53am.

**-Motion** to approve the June 2020 board meetings minutes.

**Moved:** Bob Reynolds                **Seconded:** Andy Palmer  
**Ayes:** Moses, Hutchison, Hall, Podkulski, Plarr, Reynolds, Palmer, Rusert-Kelly  
**Nays:** none  
*Carried*

Treasurer, Bob Reynolds, gave an update on the financials. He noted the expense of \$1,707.96 for office equipment. A new printer, external hard drive and Quickbooks 2020 were purchased.

**-Motion** to approve the June 2020 Treasurer Report.

**Moved:** Bob Reynolds            **Seconded:** Andy Palmer  
**Ayes:** Moses, Hutchison, Hall, Podkulski, Plarr, Reynolds, Palmer, Rusert-Kelly,  
**Nays:** none  
*Carried*

**Executive Director Update:**

- Projects are starting back up again, expecting an application from Mission Hills for an expansion by the end of August.
- Anticipating Erie Wind and Carwell to close in August.
- An undisclosed manufacturer is also inquiring about expansion of building in Hamburg.
- The Village Economic Committee restarted meeting in person last month. Director Doyle is putting together a survey to see if local businesses are in need of monetary assistance due to the restrictions put on them because of the ongoing COVID 19 pandemic. There is new legislation which allows IDAs to provide no interest loans and/or grants to businesses in needs. Director Doyle would like to see if there is a need from local business before he put forth to the board. The board would need to make a lot of decisions establishing policies and procedures if the HIDA decided to move forward with this loan/grant program.
- Pitch Hamburg meetings will also start up again in August.

**Executive Director – New Business**

- Director Doyle went over the following resolution for the Oaks at South Park requesting a 6 month extension due to the COVID 19 Pandemic.

RESOLUTION OF THE TOWN OF HAMBURG INDUSTRIAL  
DEVELOPMENT AGENCY EXTENDING THE INDUCEMENT PERIOD  
AND THE SALES TAX PERIOD FOR THE OAKS AT SOUTH PARK, LLC, UNTIL DECEMBER 26, 2020

WHEREAS, the Town of Hamburg Industrial Development Agency (the "Agency") by resolution adopted on June 25, 2019 induced The Oaks at South Park, LLC (the "Lessee") with respect to the acquisition and equipping by the Agency with the proceeds of a lease with mortgage for the acquisition by the Lessee of an approximately 27 acre parcel of land located at 5138 South Park Avenue in the Town of Hamburg, the construction by the Lessee, as agent for the Agency (i) the adaptive re-use of a former school building and re-development the parcel of land for construction of 19 two-story buildings totaling 152 housing units and (ii) installation of baseball and softball fields and other amenities and the acquisition and installation of machinery, equipment, furnishings and fixtures by the Lessee, as agent for the Agency, all for a residential housing complex with additional services (the "Project"). The project will be leased by the Lessee to the Agency for sublease back to the Lessee for sub-sublease to residential tenants which will be the occupants of the project.

WHEREAS, due to COVID - 19 pandemic and the mandated construction shutdown and the supply-chain delays as a result of border closings and supply demands, the Lessee has been unable to complete the Project within the time frame originally anticipated and has requested that the time period for completion be extended from June 26, 2020 to December 26, 2020; and

WHEREAS, The Town of Hamburg Industrial Development Agency approved a temporary policy to waive extension fees for project extensions for COVID-19 Pandemic related delays on May 26, 2020 to lessen the economic burden of induced project delays related to the COVID-19 Pandemic.

NOW, THEREFORE, BE IT RESOLVED BY THE AGENCY AS FOLLOWS:

1. The Agency does hereby extend the inducement period and the sales tax period for the Lessee from June 26, 2020 to December 26, 2020 **and waives the extension fee.**
2. This resolution shall take effect immediately.

-**Motion** to approve the Oaks at South Park 6 month extension

**Moved:** Janet Plarr

**Seconded:** Andy Palmer

**Ayes:** Hutchison, Hall, Podkulski, Plarr, Reynolds, Palmer, Rusert-Kelly, Moses

**Nays:** none

**Carried**

Director Doyle read part and reviewed the following resolution for 290 Lake Street Holdings, LLC

**RESOLUTION OF THE TOWN OF HAMBURG INDUSTRIAL DEVELOPMENT AGENCY (THE "AGENCY") AUTHORIZING 290 Lake Street Holdings, LLC (THE "LESSEE") TO**

**construct an approximately 19,260 square feet mixed-use infill development on a former vehicle repair facility, consisting of 12,840 square feet of 10 market rate apartments and 6,420 square feet of speculative professional office and / or retail space located at 290 Lake Street, in the Village of Hamburg, as Agent for the Agency, for leaseback by the Lessee to the Agency, TO ACQUIRE AND INSTALL MACHINERY, EQUIPMENT, FURNISHINGS AND FIXTURES REQUIRED IN CONNECTION HERewith, AND TO TAKE OTHER PRELIMINARY ACTION.**

WHEREAS, 290 Lake Street Holdings, LLC (the "Lessee") has entered into negotiations with the officials of the Town of Hamburg Industrial Development Agency (the "Agency") with respect to the acquisition and equipping by the Agency through a lease, lease-back transaction with mortgage for the construction of an approximately 19,260 square feet mixed-use infill development on a former vehicle repair facility, consisting of 12,840 square feet of 10 market rate apartments and 6,420 square feet of speculative professional office and / or retail space located at 290 Lake Street, Hamburg, New York (the "Project"); and

WHEREAS, the Lessee has submitted an Eligibility Questionnaire and other materials and information to the Agency (collectively hereinafter the "Eligibility Questionnaire") to initiate the accomplishment of the above; and

WHEREAS, the Eligibility Questionnaire sets forth certain information with respect to the Lessee, including the following: that the Lessee desires Agency assistance to construct a building on a parcel of land to allow for the continued growth of the Lessee; that at the time of the application the Lessee has no FTE employees and no PTE, if the assistance is granted, the Lessee anticipates hiring 3 FTE and 2 PTE employees at the Project location in the Village of Hamburg within two years following the completion of the Project; that the Project will result in substantial capital investment; that there will be no adverse disruption of existing employment at facilities of a similar nature in the Village of Hamburg; if Agency assistance is disapproved, the Lessee would have to scale back the Project negatively impacting future growth in New York; and that, therefore, Agency assistance is necessary to encourage the Lessee to proceed with the Project in the Village of Hamburg; and

WHEREAS, the Agency has held a public hearing pursuant to Section 859-A of the General Municipal Law; and

WHEREAS, the Agency desires to further encourage the Lessee with respect to the construction and equipping of the Project, if by so doing it is able to induce the Lessee to proceed with the Project in the Village of Hamburg;

NOW, THEREFORE, THE TOWN OF HAMBURG INDUSTRIAL DEVELOPMENT AGENCY HEREBY RESOLVES AS FOLLOWS:

Section 1. The Agency hereby determines that the construction and installation of the Project and other assistance thereof by the Agency pursuant to the New York State Industrial Development Agency Act will promote and is authorized by and will be in furtherance of the policy of the State as set forth in said Act. The Agency further hereby determines, on the basis of the Eligibility Questionnaire and supplemental information furnished by the Lessee, as follows: (a) it would not have otherwise assisted the Project except to induce the location of the Project in the area to be served by the Project as there is a demonstrable need for the Project; (b) that Agency assistance is reasonably necessary to promote economic development and to induce the Lessee to proceed with the Project; (c) there will be no substantial adverse disruption of existing employment or facilities of a similar nature to the Project in such area; (d) the Project will allow the Lessee to expand in the Village of Hamburg; (e) the Project will create additional employment and provide substantial capital investment; The Agency further determines, on the basis of the Lessee's Eligibility Questionnaire that; (f) the Project as represented is reasonably necessary to provide the purposes of the Act, subject to verification and confirmation of such representations prior to the into a lease only transaction and (g) the Project is an integral part of the Lessee's plan to proceed with the Project in the Village of Hamburg.

Section 2. The Agency hereby authorizes the Lessee to proceed with the Project as herein authorized, which Project will be without financing with a lease only transaction.

Section 3. The Agency will undertake, as soon as it is furnished with sufficient information as to the details of a lease only transaction.

Section 4. The Chairman, Vice Chairman, Executive Director, Secretary and Assistant Secretary of the Agency and other appropriate officials of the Agency and its agents and employees are hereby authorized and directed to take whatever steps may be necessary to cooperate with the Lessee to assist in the acquisition and construction of the Project.

Section 5. The Lessee is authorized to initiate the construction of an approximately 19,260 square foot building thereon and authorize the Lessee to proceed with the acquisition and installation of machinery, equipment, furnishings and fixtures required in connection therewith at combined cost not to exceed \$3,160,447.00, subject to the obtaining of all required approvals from the Village of Hamburg and other involved governmental agencies, and to advance such funds as may be necessary to accomplish such purposes. The Agency is hereby authorized to enter into such agreements with the Lessee as the Chairman, Vice Chairman, Executive Director or other officer may deem necessary in order to accomplish the above.

Section 6. The Lessee are authorized to make purchases of goods and services relating to the Project that would otherwise be subject to New York State and local sales and use tax in a combined amount up to \$1,040,180.00 which may result in a New York State and local sales and use tax exemption benefits ("sales and use tax exemption benefits") not to exceed \$91,016.00. The Agency may consider any requests by the Lessee for increases in the amount of sales and use tax benefits authorized by the Agency upon being provided with appropriate documentation detailing the additional purchases of property or services necessary for the completion of the Project.

Section 7. Any such action heretofore taken by the Lessee in initiating the acquisition and construction of the Project is hereby ratified, confirmed and approved.

Section 8. Any expenses incurred by the Agency with respect to the Project and the financing thereof shall be paid by the Lessee. By acceptance hereof, the Lessee agrees to pay such expenses and further agrees to indemnify the Agency, its members, directors, officers, employees and agents and hold the Agency and such persons harmless against claims for losses, damage or injury or any expenses or damages incurred as a result of action taken by or on behalf of the Agency in good faith with respect to the Project and the financing thereof.

Section 9. This resolution is subject to the standard seven year payment in lieu of taxes for municipal services policy of the Agency on the building and thereafter make a full payment in lieu of taxes. The provisions of this resolution shall continue to be effective until one year from the date hereof whereupon this resolution shall cease to be effective (except with respect to matters contained in Section 6 hereof) unless prior to the expiration of such one year (a) the Agency shall by subsequent resolution extend the effective date of this resolution, or (b) the Agency shall enter into a lease only transaction with the Lessee.

Section 10. The provisions of this resolution shall continue to be effective until one year from the date hereof whereupon this resolution shall cease to be effective (except with respect to matters contained in Section 7 hereof) unless prior to the expiration of such period (a) the Agency shall by subsequent resolution extend the effective date of this resolution or (b) the Agency enters into a lease only transaction or (c) the Lessee shall continue to take affirmative steps to secure financing for the Project.

Section 11. The execution and delivery of a Project Agreement, Lease to Agency and a Leaseback Agreement between the Agency and the Lessee, each being substantially in the form approved by the Agency for prior transactions or in form approved by the Chairman, Vice Chairman, Executive Director or Assistant Secretary is hereby authorized. The appropriate officers of the Agency are hereby authorized to execute, seal, acknowledge and deliver such agreement and any and all papers, instruments, opinions, certificates, affidavits and other documents and to do and cause to be done any and all acts and things necessary or proper for carrying out this resolution. The execution and delivery of each such instrument shall be conclusive evidence of due authorization and approval.

Section 12. The Agency has made and makes no representation or warranty whatsoever, either express or implied, with respect to the merchantability, condition, environmental status, fitness, design, operation or workmanship of any part of the Project, its fitness for any particular purpose, the quality or capacity of the materials in the Project, or the suitability of the Project for the Lessee's purposes or needs. The Lessee is satisfied that the Project is suitable and fit for Lessee's purposes. The Agency shall not be liable in any manner whatsoever to anyone for any loss, damage or expense of any kind or nature caused, directly or indirectly, by the Project property or the use or maintenance thereof or the failure of operation thereof, or the repair, service or adjustment thereof, or by any delay or failure to provide any such maintenance, repairs, service or adjustment, or by any interruption of service or loss of use thereof or for any loss of business howsoever caused, and the Lessee hereby indemnifies and holds the Agency harmless from any such loss, damage or expense.

Section 13. The provisions of the new Section 875 of the General Municipal Law which became effective on March 28, 2013 shall apply to this Project. In the event it is determined that an agent, project operator or other person or entity obtained state

sales and use exemptions benefits for which they were not entitled or which were in excess of the amount authorized or which are for property or services not authorized or taken in cases where such Lessee, its agents, project operators or other person or entity failed to comply with a material term or condition to use property or services in the manner required by Agreements entered into between the Agency and the applicant with respect to the Project, the agent, project operator or other person or entity shall comply with all the provisions of Section 875 and pay back to the Agency the amount of the state sales and use tax exemptions benefits that they obtained but were not entitled to.

Section 14. Should the Agency's participation in this Project be challenged by any party, in the courts or otherwise, the Lessee shall defend, indemnify and hold harmless the Agency and its members, officers and employees from any and all losses arising from such challenge, including, but not limited to, the fees and disbursements of the Agency's counsel. Should any court of competent jurisdiction determine that the Agency is not authorized under Article 18-A of the General Municipal Law to participate in the Project, this resolution shall automatically become null, void and of no further force and effect, and the Agency shall have no liability to the Lessee hereunder or otherwise.

Section 15. This resolution is subject to compliance with all local building and zoning requirements.

Section 16. The provisions of the Town of Hamburg Industrial Development Agency Policy for Recapture and/or Termination or Modification of Financial Assistance adopted by the Agency on June 15, 2016 shall be applicable to this Project.

Section 17. This resolution shall take effect immediately.

The board discussed the tax revenue of the property. Current taxes are \$4,600 a year with the new project the projected tax revenue is approximately \$46,000 a year.

**-Motion** to approve the 290 Lake Street Holdings, LLC Resolution

**Moved:** Norma Rusert-Kelly

**Seconded:** Andy Palmer

**Ayes:** Moses, Hutchison, Hall, Podkulski, Plarr, Reynolds, Palmer, Rusert-Kelly

**Nays:** none

**Carried**

**-Motion** to adjourn at 8:11am

**Moved:** Norma Rusert-Kelly

**Seconded:** Andy Palmer

**Ayes:** Moses, Hutchison, Hall, Podkulski, Plarr, Reynolds, Palmer, Rusert-Kelly

**Nays:** none

**Carried**

Sincerely,



Sean Doyle, Executive Director

**The next meeting will be Thursday, August 27<sup>th</sup> – 6:00pm  
Hamburg Town Hall – Room 7A**