



6122 South Park Avenue
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**Hamburg New York Land Development Corporation
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

Executive Director

Sean Doyle – in person

-Motion to open the board meeting at 8:13am Director Doyle.

Moved: Andy Palmer

Seconded: Janet Plarr

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

Nays: none

Carried

- Roll Call

-Motion to approve the June 2020 board meetings minutes.

Moved: Bob Reynolds

Seconded: Davis Podkulski

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

Nays: none

Carried

Treasurer, Bob Reynolds, gave an update on the financials; the annual audit along with insurance policy on the land was paid in June. Additionally, marketing expenses of \$4,875 hit the budget in June. The marketing expenses were for the LECC as part of the \$7,500 grant with National Grid which covered website upgrades, signage and video. The grant will cover half of the marketing expenses approximately \$3,750, will be reimbursed to the agency.

-Motion to approve the June 2020 Treasurer Report.

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

Executive Director Update:

- Bayview Road in front of Frontier Schools was just repaved. Doyle contacted John Gilmour about repaving further down the road in front of the LECC property. The road is in rough shape, wants to make sure it is in budget to continue the paving of the entire road.
- Received an inquiry from a food production company about acquiring 6 acres at the LECC site.
- Resolution for Memorandum of Understanding (MOU) – LECC

Doyle apologized for the late notice on the MOU. It was just worked out on Monday afternoon. Walden would like to get started on the land development as soon as possible so it is on the agenda and they are here to talk through the project and answer any questions.

Frank Campofelice and Andy DeVincentis, introduced themselves. Frank stated he started the business (Walden Development) in 1975 with small developments. They currently have 2.3 million square feet in their portfolio at a 98% occupancy rate. They initially contacted Director Doyle in February of this year about the property. It is rare to have “shovel ready” property available for sale in the WNY area which made this really attractive. They would immediately put in the access road, which would “kick start” the rest of the development of the land. They agreed in the MOU to carve out the 6 month window for the possibility of the Cubrc project.

The board then had the opportunity to ask questions. Director Doyle asked what other land holdings they had available in their portfolio. Frank stated they have 55 acres in Elma but that is zoned residential. They have a few smaller properties too.

Ideally they would like to start the road immediately; they currently have a Request for Proposal and are ready to move on it with the hope of a 9 to 10 month build out and completion by the 4th quarter of 2021. The WNY area has proven to be a hot area for logistics.

Bob Reynolds asked about their specific timeline. They are hoping to present a contract to the board October 1st of this year, once signed they are ready to start the roadway. The proposed contract would give Cubrc 6 months post close to make a decision on the land.

The price per acre of the property reflects a “discount” because Walden Development would be putting in the infrastructure. There is no access to the property off route 5, currently without a roadway access off Bayview the HIDA is limited to selling potential buyers the front of the property, potentially land-locking the back of the property rendering it unusable. The other options would be for the HIDA to wait for another user like Fed Ex to develop the entire parcel or the HIDA to implement the infrastructure which would be a large expense.

-Motion to move into Executive Session regarding the MOU of the LECC site at 8:40am.

Moved: Andy Palmer

Seconded: Bob Hutchison

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

Nays: none

Carried

-Motion to move out of Executive Session with no action taken at 9:05am.

Moved: Andy Palmer

Seconded: Bob Hutchison

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

Nays: none

Carried

-Motion to approve the following Resolution with Walden Development:

RESOLUTION OF THE HAMBURG NEW YORK LAND
DEVELOPMENT CORPORATION APPROVING THE MEMORANDUM
OF UNDERSTANDING REGARDING INTENT TO ENTER INTO
PURCHASE AGREEMENT OF PROPERTY TO WALDEN DEVELOPMENT
GROUP, LLC AND/OR ASSIGNS, A CORPORATION TO BE FORMED

WHEREAS, the Hamburg New York Land Development Corporation (the "Corporation") has drafted a written proposal between Walden Development Group, LLC and/or Assigns, a Corporation to be formed ("Walden") to purchase approximately 64.5 acres of vacant Land in the Lake Erie Commerce Park for the sum of \$1,150,000.00 and

WHEREAS, the Corporation has reviewed the proposal submitted and has determined that it is in the best interest of the Corporation to sell such property to Walden Development Group, LLC or a related entity and directs that counsel for the Corporation and the Executive Director finalize a Memo of Understanding, in substantially the form attached hereto, for the sale of such property at the price proposed.

NOW, THEREFORE, be it resolved by the Corporation as follows:

1. The Corporation does hereby approve the execution of the memorandum of understanding of the property in the Lake Erie Commerce Park to Walden Development Group, LLC or a related entity at the price of \$1,150,000.00.

2. That counsel for the Corporation and the Executive Director are directed to finalize a contract in accordance with the provisions as set forth above and the Executive Director or other officer of the Corporation will need additional Board approval to execute a contract of sale prior to Closing.

3. This resolution shall take effect immediately

Moved: Bob Reynolds

Seconded: Andy Palmer

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

Nays: none

Carried

-Motion to adjourn 9:06am

Moved: Norma Rusert-Kelly

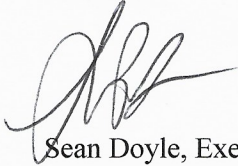
Seconded: Tom Moses

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

Nays: none

Carried

Sincerely,

A handwritten signature in black ink, appearing to read 'SD', is written over the printed name of Sean Doyle.

Sean Doyle, Executive Director

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