



6122 South Park Avenue
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**Hamburg Industrial Development Agency
Board of Directors Meeting
October 19, 2022, 7:30am
Blasdell Village Hall**

Present

Cam Hall
Bob Reynolds
Davis Podkulski
Bob Hutchison
Janet Plarr
Andy Palmer
Jamel Perkins
Wence Valentin

Excused

Tom Moses

Executive Director

Sean Doyle

Guests

Jennifer Strong, Neill & Strong
Mary Doran, HIDA
Annamaria Masucci, Pitch Hamburg
Francesca Bond, Hamburg Sun (zoom)
Heather Sidorowicz, Pitch Hamburg
Jamie Decker, Pitch Hamburg
David Chiazza, Iskalo (zoom)

-Pledge of Allegiance

-Roll Call

-Motion to open the board meeting at 7:32am.

Moved: Bob Reynolds

Seconded: Janet Plarr

Ayes: Hall, Podkulski, Hutchison, Plarr, Palmer, Reynolds, Valentin

Nays: none

Carried

-Motion to approve the September 2022 board meeting minutes

Ayes: Hall, Podkulski, Hutchison, Plarr, Palmer, Reynolds, Valentin

Moved: Bob Reynolds

Seconded: Andy Palmer

Carried

Treasurer, Bob Reynolds, gave an update on the financials. September generated \$137,833.98 in income, \$12,156.10 in expenses a difference of \$125,677.88 in revenue for the month. Year to date income is \$153,364.25 and expenses are \$130,635.56 resulting in \$22,728.69 of revenue over expenses to date (operating within budget). Balance on all accounts is \$1,087,743.80.

Currently no unforeseen expenses for the remainder of 2022 Johnson's Taphouse is aiming at a November close date.

-Motion to approve the September 2022 Treasurer Report

Moved: Cam Hall

Seconded: Bob Hutchison

Ayes: Hall, Podkulski, Hutchison, Plarr, Palmer, Reynolds, Valentin

Nays: none

Carried

Additionally, Bob notified the board per an email from Doyle the HIDA account could get a better interest rate (.25 to .75) on the savings account if they change to “Public Funds savings account” verses the “Tiered Public Funds savings account” offered by Bank on Buffalo. Bob is in favor changing the account.

-Motion to close the current HIDA Tiered Saving account and reopen as Public Funds Savings account.

Moved: Wence Valentin **Seconded:** Andy Palmer
Ayes: Hall, Podkulski, Hutchison, Plarr, Palmer, Reynolds, Valentin
Nays: none
Carried

Executive Director Update:

-No project closings this month, Johnson’s Taphouse should close be before the end of the year. Attorney Strong stated they are looking at a November close date. Additionally, Ford has been billed for their final sales tax exemption.

Jamel Perkins joined the meeting at 7:40am.

-Project activity, Doyle had a good meeting with the potential multi-family reuse project at South Park and Sowels connecting the developer with a potential tenant.

-CARES Grant, 2 new projects have been approved and all monies have been granted by the board. Backend paperwork as well as publicizing the grant and its benefit to the community is now being worked out. Doyle met with the Supervisor and the grant will be on the agenda and promoted at the December Town of Hamburg Board meeting. The plan is to have some of the grant recipients attend the board meeting.

-Blasdell applied for a 10 million dollar Restore NY Grant. Plarr and Palmer attended the presentation to the state as well. They are waiting to hear back.

-Doyle was on WBEN radio to promote the Southtowns Transformation Event.

-Doyle is hearing Spring of 2023 for Amazon.

-HDC is closing on a loan to Johnson’s Taphouse this Friday.

-Doyle connected Hilbert with Amazon’s Career Choice Program. The program provides Amazon’s hourly employees access to a college degree, programs and certificates. Hilbert is working on an application to become part of their Career Choice Program. Additionally it was asked if there is a relationship between Pitch Hamburg and Hilbert. There is no formal relationship. Pitch is looking at the potential use of space in Hilbert’s Auditorium as well as faculty to support/mentor applicants applying to Pitch. Pitch would therefore also be available to mentor students of Hilbert.

-Next board meeting is November 16, 2022.

New Business

Doyle read the following resolution:

RESOLUTION OF THE TOWN OF HAMBURG INDUSTRIAL DEVELOPMENT AGENCY (THE “AGENCY”) EXTENDING THE SALES TAX PERIOD FOR ISKALO 17 LONG, LLC (THE “LESSEE”) UNTIL MARCH 22, 2023

WHEREAS, ISKALO 17 LONG LLC (the "Lessee") has entered into negotiations with the officials of the Town of Hamburg Industrial Development Agency (the "Agency") with respect to the adaptive reuse and renovation of a 28,890 square foot former grocery store for ambulatory health care services at 17 Long Avenue in the Village of Hamburg for lease to the Agency and subsequent Leaseback to the Lessee (the "Project"); and

WHEREAS, there has been delay in constructing and equipping of the Project due to the Co-Vid 19 Pandemic; and
NOW, THEREFORE, BE IT RESOLVED BY THE AGENCY AS FOLLOWS:

1. The Agency does hereby extend the sales tax period for the Lessee from September 22, 2022 to March 22, 2023.
2. This resolution shall take effect immediately.

-Motion to approve above the resolution

Moved:Janet Plarr **Seconded:** Andy Palmer

It is their first request for an extension, the site is under construction. There will be an extension fee if project goes beyond September 2023.

Ayes: Hall, Podkulski, Hutchison, Plarr, Palmer, Reynolds, Valentin, Perkins

Nays: none

Carried

Doyle read the following resolution:

RESOLUTION OF THE TOWN OF HAMBURG INDUSTRIAL DEVELOPMENT AGENCY EXTENDING THE SALES TAX PERIOD FOR THE KCE NY 6, LLC, UNTIL MARCH 10, 2023

WHEREAS, the Town of Hamburg Industrial Development Agency (the "Agency") by resolution adopted on September 10, 2021 induced KCE NY 6, LLC, (the "Lessee") with respect to the construction and installation of a 20 mw utility servicing battery energy storage facility for wholesale electric markets at 2026 Electric Avenue in the Village of Blasdell (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 for six months; 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 sales tax period for the Lessee from September 10, 2022 until **March 10, 2023** and **waives the extension fee**; and
2. This resolution shall take effect immediately.

-Motion to approve the above resolution

Moved:Bob Hutchison **Seconded:** Bob Reynolds

It is their first extension. Valentin questioned the date on the resolution it read "until April 2023". Six months should be thru March of 2023. Agreed, Attorney Strong will change to the resolution "until March of 2023". The date has been change on the resolution above.

Ayes: Hall, Podkulski, Hutchison, Plarr, Palmer, Reynolds, Valentin, Perkins

Nays: none

Carried

Pitch Hamburg request for funding

Present representing Pitch Hamburg:

Annamarie Masucci – Executive Director Pitch Hamburg

Heather Sidorowicz – Board Member (President and Owner Southtowns AV)

Jamie Decker – Board Member (Interim Director Southtowns Chamber of Commerce)

Director Masucci stated per the letter in the board packet they are looking for funding, asking for \$50,000 a year for 3 years. Currently, they are supported thru ARPA funds from the Town of Hamburg.

Update on the business; Pitch has received 20 applications of which they will narrow down to 6 which will take space in their office. Their event will be held in the spring and they are working with Hilbert to hold it at the college.

Pitch does not qualify for ESD funding because you have to be in business for 3 years. They approached several banks however banks prefer to do matching grants.

Masucci stated going forward they will need to hire a Program Assistant/Administrative Assistant.

The additional Pitch Board members introduced themselves both have been with the Pitch since inception and have donated their services of technology and marketing to the company.

Bob Reynolds as HIDA Treasurer/Finance Chairman stated the HIDA cannot commit to a 4 year grant. The income of the HIDA fluctuates from year to year.

Janet Plarr asked to table the request for the following information:

- Annual Operating Budget
- By-Laws; including on how long board members serve, what happens if the company dissolves
- Treasurer and Audit Committee information

Wence asked is this is legally right? Can we gift public funds? Are we being good steward of taxpayer dollars?

If we as an entity are not allow to support retail how can we legally grant to a company if the funds are going to a retail business?

Attorney Strong, agreed, cannot grant monies to a retail business. Need to allocate where/how funds can be used.

Janet suggested there may be an opportunity to obtain or apply for CDBG funding.

Bob Hutchison said we would need to specify how funds are to be used – mentor or educational

programming.

Bob Reynolds suggested supporting the \$5,000 grant to the winner of the Pitch competition.

There was a lot of discussion on the request and it was agreed to table the request for further information.

-Motion to table the request for further information

Moved: Wence Valentin **Seconded:** Bob Reynolds

-Motion to rescind the motion for further information and refer request for funds to the Executive Committee for further review.

Moved: Janet Plarr **Seconded:** Bob Reynolds
Ayes: Hall, Podkulski, Hutchison, Plarr, Palmer, Reynolds, Valentin, Perkins
Nays: none
Carried

Janet suggested a survey be sent to all the HIDA board members asking what information they would like from Pitch.

Doyle stated the HIDA needs to be diverse and dynamic in funding. Monies invested in start-ups and job creation is part of our mission and an overall investment in the town.

Unfinished Business

-Privilege of the Floor – no comment

-Motion to adjourn at 8:22am

Moved: Janet Plarr **Seconded:** Bob Reynolds
Ayes: Hall, Podkulski, Hutchison, Plarr, Palmer, Reynolds, Valentin, Perkins
Nays: none
Carried

Sincerely,



Sean Doyle, Executive Director

Next meeting: November 16, 2022, 7:30AM Blasdel Village Hall