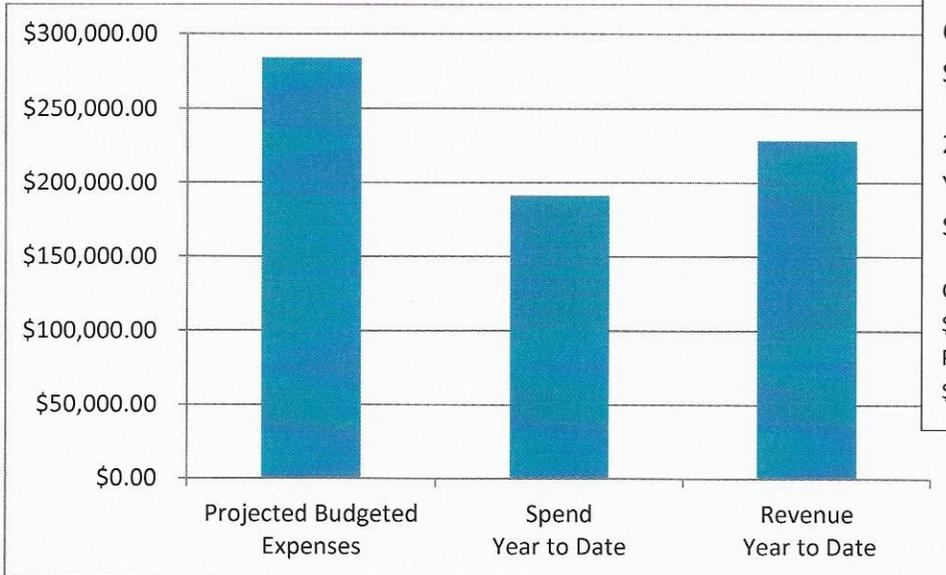




Financial Performance



2023 Payment in Lieu of Tax Revenue

Town \$358,750

County \$369,514

School \$1,115,928 (2023/2024)

2024 Approved Capital Investment

Year to Date (YTD)

\$9,735,000

Capital Investment Since 2018

\$144,577,884

PILOT Revenue Since 2018

\$12,897,600

Receivables due \$0

IDA Project Employment

Current Employment (2023): 1311

New Jobs Created (2023): 376

New Committed Employment 2024

Created: 10 Retained: 63

Reported as full time equivalent jobs

Sponsorships and Grants YTD

Pitch Hamburg Inc. \$50,000 – Startup Training

InVest Buffalo Niagara \$5,000 – Regional Development

Project Activity

CLOSINGS	
Name	Expiration
Million Hills Phase IV	August 17, 2024
K&H Industries Expansion	August 17, 2024
Staub Precision Machine	March 13, 2026
T&L Beachfront Holdings	July1, 2026

Hamburg Development Corporation
Regular Board Meeting 9/10/2024

- 3556 Lakeshore – Gateway Building- under contract
- Jeffrey Blvd – 10ac industrial for sale under contract

Prime Sites

- Corssroads Site – 21ac Industrial Land Sale
- Lake Erie Commerce Center – Build to suit lease
- Iovate Jeffrey Blvd – Existing 200,000sf industrial for lease
- Worldwide – Existing 60,000sf industrial for lease
- 5272 South Park – re-use
- 3651 South Park – new build office
- 3970 Big Tree – 29,500 SF for lease

Community Engagement

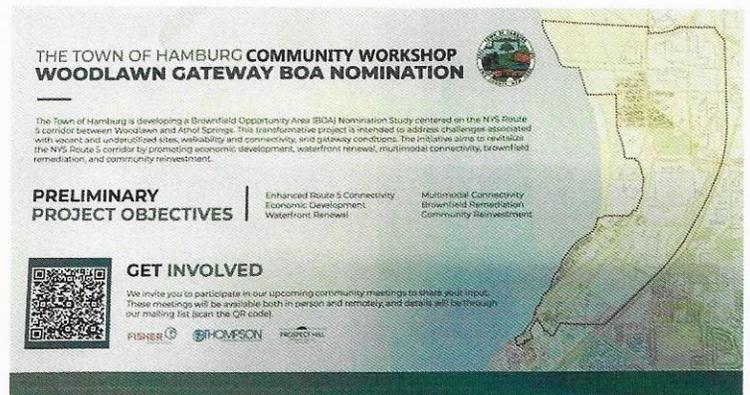
- Town of Hamburg BOA
- Hamburg Village EDC
- Stadium Area Zoning

Advocacy and Legislation

- Camp Road Interchange District
- Hamburg Comp Plan Implementation

Business Development

- Michelle Messina – TM Montante Development





6122 South Park Avenue
Hamburg, New York 14075
716.648.4145
www.HamburgIDA.com

**Hamburg Industrial Development Agency
Board of Directors Meeting
MEETING AGENDA
Wednesday, September 11, 2024, 7:30am
Blasdell Village Hall, Court Room, 121 Miriam Avenue**

Join Zoom Meeting

<https://us02web.zoom.us/j/85240174874?pwd=YzJnU3JicnhSSVZyQ0xxMm1sejIKUT09>

Meeting ID: 852 4017 4874

Passcode: 14075

1. Roll Call
2. Welcome Dr. Mary Ann Costello
3. Reading and Approval of August 2024 Minutes
4. Report of the Treasurer – August Treasurer Report
5. Executive Director Update

New Business

2025 Agency Budget

Unfinished Business

6. Privilege of the Floor
7. Executive Session
8. Adjournment

**Next meeting: October 9, 2024
7:30am Blasdell Village Hall, Court Room, 121 Miriam Avenue**



UNAPPROVED/DRAFT
(BOD motion for approval at 9/11/2024 meeting)

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**Hamburg Industrial Development Agency
Board of Directors Meeting
August 14, 2024, 7:30am
Blasdell Village Hall, 121 Miriam Avenue**

Present

Janet Plarr
Davis Podkulski
Bob Reynolds
Bob Hutchison
Cam Hall
Tom Moses

Excused

Jamel Perkins
Wence Valentin
Andy Palmer

Guests

Jennifer Strong, Neill & Strong
Mary Doran, HIDA
Caitlyn Stair, SUN NEWS, via Zoom

Executive Director

Sean Doyle

Pledge of Allegiance

-Roll Call

-Motion to open the board meeting at 7:34am

Moved: Tom Moses **Seconded:** Bob Hutchison
Ayes: Podkulski, Plarr, Hutchison, Moses, Hall, Reynolds
Nays: none
Carried

-Motion to approve the July 2024 board meeting minutes

Moved: Davis Podkulski **Seconded:** Janet Plarr
Ayes: Podkulski, Plarr, Hutchison, Moses, Hall, Reynolds
Nays:
Carried

Treasurer, Bob Reynolds, gave an update on the financials. July had income of \$4,385.31 and expenses included \$219.76 for mileage/meeting, \$18,965.33 payroll and \$126.38 in general office costs. The balance on the accounts is \$766,541.58. Bob noted expenses for the year are currently at a negative \$167,000 however that number should get back in line with budget projections and change to positive after several projects close this month.

-Motion to approve the July 2024 Treasurer Report

Moved: Davis Podkulski **Seconded:** Cam Hall
Ayes: Podkulski, Plarr, Hutchison, Moses, Hall, Reynolds
Nays: none
Carried

Executive Director Update:

- K&H and Staub closed last week. Mission Hills will close after the board meeting today generating \$210,000 in receivables.
- There has been limited commercial real estate activity due to the economy and interest rates, optimistic for movement.
- Crossroads site waiting to hear on submitted grant application.
- HDC closed two loans approximately 6 jobs were created.
- Doyle attended information session on Lakeshore Road project, not a lot of feedback from the public.
- Save the Date – August 21st, Code Review Meeting (Camp Road interchange).
- Doyle met with Liberatore management on 39 Buffalo Street as well as a landowner of property near the new Bills Stadium regarding future development.

The board further discussed the Camp Road interchange/entertainment district plan. Doyle stated the current plan did not include hotels. The board discussed at length and agreed as an “entertainment” district hotel(s) should be a component. Reynolds suggested the board take an active approach and write a letter supporting the development with a hotel(s) component. Retail projects are not eligible for IDA incentives hotels are if it promotes tourism from out of the county. The board was in agreement the IDA would help make the entertainment district succeed if there is a hotel component.

- Motion** by Janet Plarr to send a letter supporting the entertainment district with a hotel component

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

Additionally, the board agreed to send a copy of the certified unanimous resolution supporting the hotel component along with the letter.

- New Business:

-Old Business - none

-Privilege of the Floor – no comments

-Motion to adjourn at 7:59am
Moved: Davis Podkulski **Seconded:** Janet Plarr
Ayes: Podkulski, Plarr, Hutchison, Moses, Hall, Reynolds
Nays: none
Carried

Sincerely,

Sean Doyle, Executive Director

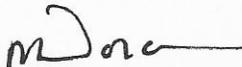
**Next meeting: September 11, 2024 7:30am
Bladell Village Hall, 121 Miriam Avenue**

Town of Hamburg Industrial Development Agency

Treasurer's Report

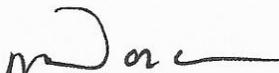
As of August 31, 2024

	<u>Aug 31, 24</u>	<u>Dec 31, 23</u>
ASSETS		
Current Assets		
Checking/Savings		
Cash		
Cash-Checking	54,007.98	21,019.42
Cash-Savings	185,481.31	54,446.99
CD (renewed matures 3/2025)	250,000.00	250,000.00
Demand Deposit Account	481,685.22	608,865.21
Total Cash	<u>971,174.51</u>	<u>934,331.62</u>
Total Checking/Savings	<u>971,174.51</u>	<u>934,331.62</u>
Total Current Assets	<u>971,174.51</u>	<u>934,331.62</u>
TOTAL ASSETS	<u><u>971,174.51</u></u>	<u><u>934,331.62</u></u>
LIABILITIES & EQUITY		
Equity		
Opening Balance Equity	499,980.27	499,980.27
Retained Earnings	434,351.35	573,013.48
Net Income	36,842.89	-138,662.13
Total Equity	<u>971,174.51</u>	<u>934,331.62</u>
TOTAL LIABILITIES & EQUITY	<u><u>971,174.51</u></u>	<u><u>934,331.62</u></u>



Town of Hamburg Industrial Development Agency Treasurer's Report August 2024

	Aug 24	Jan - Aug 24
Ordinary Income/Expense		
Income		
Administrative Fees	209,523.25	209,523.25
Application Fees	1,000.00	1,000.00
Interest Earnings - Bank Acct	165.68	1,048.21
Interest Earnings CD	1,119.27	8,923.45
Interest Income Demand Deposit	2,132.51	17,820.01
Refund	0.00	-15,223.06
Reimbursement Account - HDC	5,000.00	5,000.00
Total Income	218,940.71	228,091.86
Gross Profit	218,940.71	228,091.86
Expense		
Business Expenses		
Meetings/luncheons	0.00	632.36
Mileage	32.75	834.97
Total Business Expenses	32.75	1,467.33
Cell Phone	83.33	666.64
Complete Payroll		
Employee Health Insurance	852.90	7,676.10
Employer Payroll Taxes	865.98	8,051.04
Payroll and Benefits	11,272.88	97,585.07
Processing Payroll	108.96	1,095.78
Total Complete Payroll	13,100.72	114,407.99
Employer Insurance Policies		
D&O Insurance	0.00	1,450.00
Disability & Paid Family Leave	0.00	877.12
Workers Comp	0.00	508.00
Total Employer Insurance Policies	0.00	2,835.12
Grants	0.00	50,000.00
IT Support	250.00	250.00
Legal & Professional Services		
Audit	0.00	5,250.00
Legal & Professional Services - Other	0.00	125.00
Total Legal & Professional Services	0.00	5,375.00
Membership Dues	0.00	4,545.00
Office Expenses		
Postage	0.00	158.33
Subscriptions	0.00	278.90
Supplies	40.98	769.37
Office Expenses - Other	0.00	97.85
Total Office Expenses	40.98	1,304.45
Public Hearings	0.00	3,057.44
Rent	800.00	3,600.00
Sponsorship	0.00	3,130.00
Training	0.00	610.00
Total Expense	14,307.78	191,248.97
Net Ordinary Income	204,632.93	36,842.89
Net Income	204,632.93	36,842.89





6122 South Park Avenue
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August 21, 2024

Hon. Randall Hoak, Supervisor
Town of Hamburg
6100 South Park Ave
Hamburg, New York 14075

Re: Camp Road Interchange District

Dear Supervisor Hoak:

The Hamburg IDA unanimously passed a resolution on August 14, 2024 regarding recommendations on the proposed zoning for the Camp Road Interchange District.

We feel that the zoning should include hotels as a permitted use. If it is the Town's desire to create a district for entertainment, destination attractions or retail outlets, hotels are an important component of this plan. Without the incorporation of lodging into the zoning, the development investment, taxable value and job creation may be to a less extent or may not happen at all.

Additionally, the Town of Hamburg is lacking in comfortable accommodations for travelers as they seek to visit our area for sporting events, family gatherings, fishing contests, etcetera. We feel that this area would be a viable location to site such amenities.

Please contact me directly at (716) 648-4145 if you have any questions or if you require any additional information. Thank you for your partnership and efforts to increase the tax base and employment opportunities in the Town of Hamburg through sustainable development.

Regards,

Robert Hutchison
Board Chairperson, Hamburg Industrial Development Agency

enc. – August 2024 Hamburg Industrial Development Agency Board of Director Meeting minutes

HIDA 2025 Budget

3-Sep-24

NOT Board Approved

	2024 Forecast	2025 Budget	Variance	Budget Notes
REVENUE				
Agency fees	\$219,553.00	\$250,000.00	(\$250,000.00)	2024 based on potential projects. \$50,000 less than 2023 due to economic conditions
Interest Income	\$38,541.00	\$29,000.00	(\$29,000.00)	Increase based on new bank interest rates and CD rates
Other Income	(\$10,223.00)	\$5,000.00	(\$5,000.00)	\$5000 for HDC - \$15,223 for ERC Payback
Revenue Total	\$247,871.00	TOTAL \$284,000.00		

EXPENSES- Salary & Benefits	Hourly Rate	Hourly Rate	Variance	
Base Wage S. Doyle	\$ 46.86	\$ 50.67	\$ (5,126.00)	Budget based on current contract (\$50.67 rate starts JUL 1, 2025)
S. Doyle - Incentive Bonus	\$ 12,000.00	\$ 12,000.00	\$ -	
Health care credit	\$ -	\$ -	\$ -	Employee is taking healthcare through HIDA
Health Care Expense	\$ 10,400.00	\$ 11,770.00	\$ (1,370.00)	Budgeted 15% increase based on comments from provider (10%-15% forecasted)
Retirement Contribution	\$ 4,390.00	\$ 4,595.00	\$ (205.00)	Budget based on current contract 4% employer contribution
Base Wage M. Doran	\$ 25.71	\$ 27.00	\$ (2,528.00)	Budget based on current contract (\$27.00 rate starts JUL 1, 2025)
Mdorant - Incentive Bonus	\$ 2,500.00	\$ 2,500.00	\$ -	
Health care credit	\$ -	\$ -	\$ -	
Retirement Contribution	\$ 1,989.00	\$ 2,090.00	\$ (101.00)	Budget based on current contract
Payroll Processing	\$ 1,660.00	\$ 1,700.00	\$ (40.00)	
*Employer Payroll Taxes	\$ -	\$ -	\$ -	Budgeted for Employer Insurance Policies which was moved to an Operating Expense line 2024
Salaries and Benefits Total	\$ 177,911.00	\$ 187,281.00	\$ (9,370.00)	2025 Budget over actual due to increase in contracted wages and healthcare expense

Variance					
*Advertising	\$ 200.00	\$ 200.00	\$ -	Same as 2024	
*Business Expenses - includes mileage & meetings/luncheons	\$ 2,500.00	\$ 2,500.00	\$ -	Same as forecasted in 2024	
Cell Phone	\$ 1,000.00	\$ 1,000.00	\$ -	Per contract	
*Conferences & Seminars	\$ 100.00	\$ 5,500.00	\$ (5,400.00)	Attendance at ED related conferences	
*Employer Insurance Policies - includes workers comp, unemployment & D&O	\$ 12,000.00	\$ 13,200.00	\$ (1,200.00)	2025 budget includes a +10% increase	
*Grants	\$ 50,000.00	\$ 10,000.00	\$ 40,000.00		
*IT Support & Equipment	\$ -	\$ 2,500.00	\$ (2,500.00)	May need equipment upgrade	
*Legal and Professional Services - includes Audit	\$ 5,375.00	\$ 5,800.00	\$ (425.00)	Same amount as 2024	
Membership Dues	\$ 5,100.00	\$ 5,500.00	\$ (400.00)	IBN, NYSCAR, NYSEDC, BBA, SRCC	
*Office Expenses	\$ 2,600.00	\$ 6,000.00	\$ (3,400.00)	Supplies, Business First, H Sun, postage, NOW includes \$4800 annual rent	
*Publicity	\$ 2,600.00	\$ 3,000.00	\$ (400.00)	public hearing notices	
Sponsorships	\$ 5,000.00	\$ 5,000.00	\$ -	Same as 2024	
Rent	\$ 4,800.00	\$ 4,800.00	\$ -	Contracted rent expense	
Training	\$ -	\$ 0.00	\$ -		
Website / Marketing	\$ -	\$ 5,000.00	\$ (5,000.00)	Increase from \$2000 for Stadium area marketing	
Operating Expenses Total	\$ 91,275.00	\$ 70,000.00	\$ 21,275.00	2025 Budget less than actual due to less grant funding of other organizations	
TOTAL EXPENSES	\$ 269,186.00	\$ 257,281.00			
Net Income	\$ (21,315.00)	\$ 26,719.00			

HIDA Proposed Budget Total \$ (21,315.00) \$ 26,719.00

HNYLDC 2025 Proposed Budget Total \$ 351,569.00 \$ 4,450.00

Combined Agencies Operational Budgets \$ 330,254.00 \$ 31,169.00

Variance due to tax exempt bond project in 2024