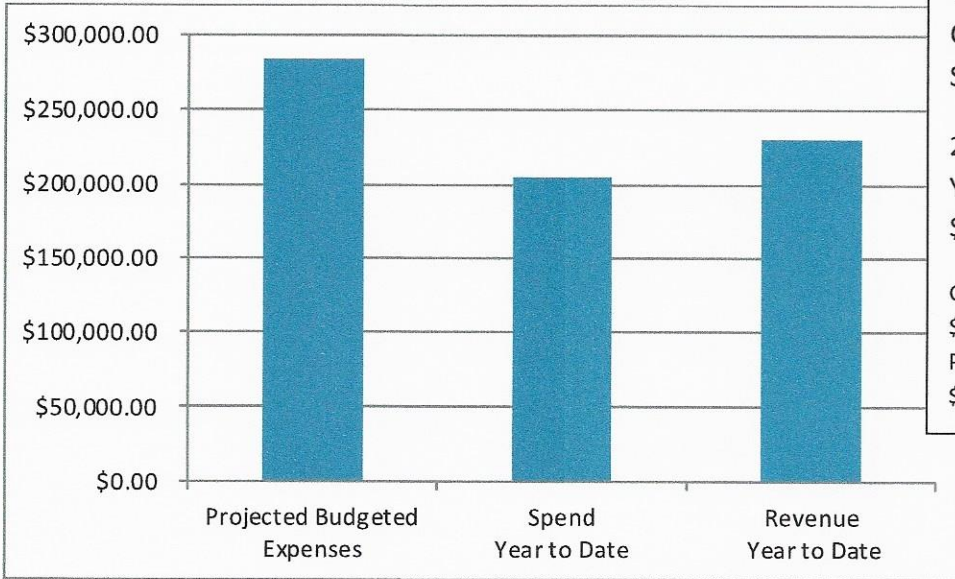




Financial Performance



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
T&L Beachfront Holdings	July1, 2026

Hamburg Development Corporation

2025 Loan Fund Application

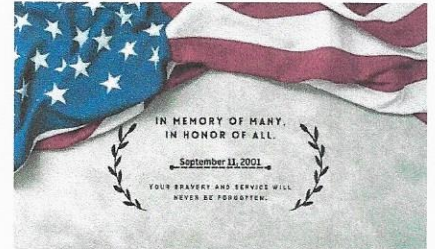
- 3556 Lakeshore – Gateway Building- under contract
- Jeffrey Blvd – 10ac industrial for sale under contract

Prime Sites

- Corssroads Site – 21ac Industrial Land Sale
- Lake Erie Commerce Center – Build to suit lease
- 5272 South Park – re-use
- 4901 South Park – 60,000 SF sale / lease
- 3651 South Park – new build office
- 3970 Big Tree – 29,500 10,000 SF for lease

Community Engagement

- Town of Hamburg BOA
- NYSCAR Panel – Town Centers
- Stadium Area Zoning



Advocacy and Legislation

- Amherst / Clarence / ECIDA Meeting
- Camp Road Interchange District
- Hamburg Comp Plan Implementation

Business Development

- Kevin Gannon – Azeros – Employee Benefits
- Tony Guttkowski – Evans Bank / NBT Bank
- Local manufacturer – New operation
- Local Manufacturer – Second Location



November 13, 2024 7:30 AM – HIDA Board Meeting



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, October 9, 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. Reading and Approval of September 2024 Minutes
3. Report of the Treasurer – September Treasurer Report
4. Executive Director Update

New Business

2025 Meeting Schedule

Unfinished Business

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

**Next meeting: November 13, 2024
7:30am Blasdell Village Hall, Court Room, 121 Miriam Avenue**



UNAPPROVED/DRAFT
(BOD motion for approval at 10/09/2024 meeting)

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

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

Present

Janet Plarr
Wence Valentin
Bob Reynolds
Bob Hutchison
Cam Hall
Tom Moses
Andy Palmer
Jamel Perkins

Excused

Guests

Jennifer Strong, Neill & Strong
Mary Doran, HIDA
Mary Ann Costello

Executive Director

Sean Doyle

Pledge of Allegiance/Moment of Silence in honor of 9/11

-Roll Call

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

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

-Motion to approve the August 2024 board meeting minutes

Moved: Janet Plarr **Seconded:** Jamel Perkins
Ayes: Plarr, Hutchison, Moses, Hall, Reynolds, Perkins, Valentin, Palmer
Nays:
Carried

Treasurer, Bob Reynolds, gave an update on the financials. \$209,523.25 was received in administrative fees and total income for the month is \$218,940.71. The HIDA had \$14,307.78 in expenses for August which resulted in net income of \$204,632.93. Total liabilities and assets end of 2023 was \$934,331.62, as of August 31, 2024 total liabilities and assets equal \$971,174.51 up \$36k+ from last year.

-Motion to approve the August 2024 Treasurer Report

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

Executive Director Update:

-2024 is projected to be within budget; 3 closings happened in August; K&H expansion, Staub new build and Mission Hills.

-Gateway building/project is seeking planned unit development status from the Planning Department. It goes from Planning to Town Board, it is a process but it is moving forward.

-Jeffrey Boulevard 10 acre parcel is going through closing now.

-Former Iovate Building has a new tenant setting up shop.

-Doyle sent a letter on behalf of the IDA after the last board meeting to the Supervisor/Town Board supporting hotels at the proposed Camp Road interchange/entertainment district. Town Board work session stated the board is open to hotels but they want to discern the type of hotels. The IDA will support the Town's vision in any way possible and use its real estate development expertise to try and make it successful.

Andy Palmer suggested putting a tab on the HIDA website to post correspondence from the IDA.

-Stadium Zoning Committee hired a consultant to revisit zoning in and around the new stadium. ECC South announced they will be moving to new site in Orchard Park in 2025.

- New Business:

-2025 HIDA Budget was reviewed and approved by the Executive Committee and Doyle presented it to the full board highlighting the items below:

- HIDA 2024 forecast is (-\$21,315), HNYLDC 2024 forecast is \$351,569 for a combined agency income of \$330,254
- \$250,000 budgeted projected agency Administrative Fees for 2025, factors in the economy, inflation/lending as well as potential projects in the pipeline (Gateway, Jeffrey Boulevard, multi-family projects)
- Salaries are based on the contracted rates and includes 15% increase in health care costs
- Rent will continue as is, reduced Grant expense to \$10,000, \$5,000 allotted to website/marketing to support the area in and around the new stadium
- Overall 2025 projected income of \$26,719.00

-Motion to approve the 2025 Budget at 7:59am

Moved: Cam Hall

Seconded: Bob Hutchison

Andy Palmer stated the BBA will be shutting down it was a minimal expense included with membership dues.

Treasurer Bob Reynolds asked board members for any additional input.

Janet Plarr stated that rent was listed under the note section twice it will be corrected with no change to the budget numbers.

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

Nays: none

Carried

-Old Business - none

The Board unofficially welcomed Dr. Mary Ann Costello to the HIDA Board as a representative for the Frontier School Board replacing Davis Podkulski. The board appointment will be official after the next Town of Hamburg Board meeting.

-Privilege of the Floor – no comments

-Motion to adjourn at 7:59am

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

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

Nays: none

Carried

Sincerely,

Sean Doyle, Executive Director

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

Town of Hamburg Industrial Development Agency

Treasurer's Report

As of September 30, 2024

	Sep 30, 24	Dec 31, 23
ASSETS		
Current Assets		
Checking/Savings		
Cash		
Cash-Checking	40,719.47	21,019.42
Cash-Savings	186,158.44	54,446.99
CD (renewed matures 3/2025)	250,000.00	250,000.00
Demand Deposit Account	483,564.73	608,865.21
Total Cash	960,442.64	934,331.62
Total Checking/Savings	960,442.64	934,331.62
Total Current Assets	960,442.64	934,331.62
TOTAL ASSETS	960,442.64	934,331.62
LIABILITIES & EQUITY		
Equity		
Opening Balance Equity	499,980.27	499,980.27
Retained Earnings	434,351.35	573,013.48
Net Income	26,111.02	-138,662.13
Total Equity	960,442.64	934,331.62
TOTAL LIABILITIES & EQUITY	960,442.64	934,331.62

Town of Hamburg Industrial Development Agency

Treasurer's Report

September 2024

	Sep 24	Jan - Sep 24
Ordinary Income/Expense		
Income		
Administrative Fees	0.00	209,523.25
Application Fees	0.00	1,000.00
Interest Earnings - Bank Acct	681.29	1,729.50
Interest Earnings CD	0.00	8,923.45
Interest Income Demand Deposit	1,879.51	19,699.52
Refund	0.00	-15,223.06
Reimbursement Account - HDC	0.00	5,000.00
Total Income	2,560.80	230,652.66
Gross Profit	2,560.80	230,652.66
Expense		
Business Expenses		
Meetings/luncheons	73.49	705.85
Mileage	56.99	891.96
Total Business Expenses	130.48	1,597.81
Cell Phone	83.33	749.97
Complete Payroll		
Employee Health Insurance	852.90	8,529.00
Employer Payroll Taxes	864.00	8,915.04
Payroll and Benefits	11,247.26	108,832.33
Processing Payroll	114.70	1,210.48
Total Complete Payroll	13,078.86	127,486.85
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	0.00	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	0.00	769.37
Office Expenses - Other	0.00	97.85
Total Office Expenses	0.00	1,304.45
Public Hearings	0.00	3,057.44
Rent	0.00	3,600.00
Sponsorship	0.00	3,130.00
Training	0.00	610.00
Total Expense	13,292.67	204,541.64
Net Ordinary Income	-10,731.87	26,111.02
Net Income	-10,731.87	26,111.02



HIDA & HNYLDC

Meeting Schedule 2025

January 8th

February 12th

March 12th

April 9th

May 14th

June 11th

July 9th

August 13th

September 10th

October 8th

November 12th

December 10th

Meetings held at 7:30am
2nd Wednesday of the month
Court Room, Blasdell Village Hall