



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, February 12, 2025, 7:30 AM
Blasdell Village Hall, Court Room, 121 Miriam Avenue, Blasdell, New York**

Join Zoom Meeting
<https://us02web.zoom.us/j/85240174874?pwd=YzJnU3JicnhSSVZyQ0xxMmIsejlkUT09>
Meeting ID: 852 4017 4874
Passcode: 14075

1. Roll Call
2. Reading and Approval of January 2025 Minutes
3. Report of the Treasurer – January Treasurer Report
4. Correspondence – Hon. Mark Poloncarz
5. Executive Director Update

New Business

- Annual Board survey ABO
- Annual Board Oath
- Committee Elections
- Sexual Harassment Training

Unfinished Business

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

**Next meeting: March 12, 2025 7:30 AM Blasdell Village Hall
(2nd Wednesday of the month)**

HAPPY VALENTINES DAY



Unapproved/draft

(BOD motion for approval at 2/12/2025)

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**Hamburg Industrial Development Agency
Board of Directors Meeting
January 8, 2025, 7:30am
Blasdell Village Hall**

Present

Bob Reynolds
Tom Moses
Jamel Perkins
Bob Hutchison
Andy Palmer
Cam Hall

Excused

Wence Valentin
Mary Ann Costello
Janet Plarr

Guests

Jennifer Strong, Neill & Strong
Mary Doran, HIDA

Executive Director

Sean Doyle

- Pledge of Allegiance

-Roll Call

-Motion to open the board meeting at 7:36am

Moved: Bob Reynolds **Seconded:** Bob Hutchison
Ayes: Reynolds, Moses, Hutchison, Palmer, Perkins, Hall
Nays: none
Carried

-Motion to approve the December 2024 board meeting minutes

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

Treasurer, Bob Reynolds, gave an update on the financials. December had income of \$38,791.04 and operating expenses totaled \$27,131.16, an income of \$11,659.88. Total assets equal \$941,625.52. Year end projections show an income of \$7,954 for 2024 additionally the 2024 budget projections were very accurate.

-Motion to approve the December 2024 Treasurer Report

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

Executive Director Update:

- Doyle thanked Bob Hutchison, Andy Palmer, Jamel Perkins and Tom Moses. All attended the Town of Hamburg's Public Hearing on implementing a building moratorium. Hutchison and Palmer voiced their opinions against the proposal. In attendance were a lot of developers and construction workers who were also against the moratorium. Over 100 people showed up at the hearing. Doyle clarified the HIDA in general does not give incentives to straight up multi-family projects without some type of mixed use or adaptive reuse attached to the project with job creation as a component. The Oaks at South Park re-used part of the school and created 7 jobs. It currently brings in 110k in PILOT revenue half way through the PILOT.

-February will be the HIDA's reorganization meeting. The current chart with committees will be sent to board members any interest should be communicated back to Sean or Mary.

-HIDA's year-end project employment numbers; 10 jobs have been created through HIDA projects and 63 retained.

Palmer requested capturing a more complete picture of job creation including construction / temporary jobs created which are also generating money into the economy.

Doyle stated those numbers are included in PARIS reporting and he can include in the reporting for a more accurate picture.

-T&L Beachfront and Camp Road are continuing to move closer to their closings. Gateway is under contract and continuing to monitor.

-February 5, 2025 at Hamburg High School is the Village of Hamburg's Annual Economic meeting it will also be their first meeting for BOA.

-Amazon presented a holiday grant of \$20k to Child & Family Services it was mentioned on the HIDA's social media account.

-K&H is working with Empire State Development on a potential grant.

-Doyle met with a software developer – Civic Serve. It's a new company. Alone the HIDA is too small an idea would be to collaborate with the other local IDA's if there was interest. The software does CRM/contact management.

-HDC Annual Meeting is January 14th at 8:00am. There are 5/6 new board members.

New Business

none

-Privilege of the Floor – no comments

-Motion to adjourn at 7:59am

Moved: Bob Reynolds **Seconded:** Tom Moses

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

Nays: none

Carried

Sincerely,

Sean Doyle, Executive Director

Next meeting: February 12, 2025, 7:30am Blasdell Village Hall

Treasurer's Report

January 2025

	Jan 25	Jan 25
Ordinary Income/Expense		
Income		
Interest Earnings - Bank Acct	363.99	363.99
Interest Earnings CD	1,119.27	1,119.27
Interest Income Demand Deposit	1,641.73	1,641.73
Total Income	3,124.99	3,124.99
Gross Profit	3,124.99	3,124.99
Expense		
Business Expenses		
Mileage	66.16	66.16
Total Business Expenses	66.16	66.16
Cell Phone	83.33	83.33
Complete Payroll		
Employee Health Insurance	1,006.64	1,006.64
Employer Payroll Taxes	1,642.38	1,642.38
Payroll and Benefits	16,772.32	16,772.32
Processing Payroll	289.91	289.91
Total Complete Payroll	19,711.25	19,711.25
IT Support	600.00	600.00
Rent	400.00	400.00
Total Expense	20,860.74	20,860.74
Net Ordinary Income	-17,735.75	-17,735.75
Net Income	-17,735.75	-17,735.75

Treasurer's Report

As of January 31, 2025

	<u>Jan 31, 25</u>	<u>Dec 31, 24</u>
ASSETS		
Current Assets		
Checking/Savings		
Cash		
Cash-Checking	65,241.33	84,976.48
Cash-Savings	118,234.96	117,877.29
CD (renewed matures 3/2025)	250,000.00	250,000.00
Demand Deposit Account	490,413.48	488,771.75
Total Cash	<u>923,889.77</u>	<u>941,625.52</u>
Total Checking/Savings	<u>923,889.77</u>	<u>941,625.52</u>
Total Current Assets	<u>923,889.77</u>	<u>941,625.52</u>
TOTAL ASSETS	<u>923,889.77</u>	<u>941,625.52</u>
LIABILITIES & EQUITY		
Equity		
Opening Balance Equity	499,980.27	499,980.27
Retained Earnings	441,645.25	434,351.35
Net Income	-17,735.75	7,293.90
Total Equity	<u>923,889.77</u>	<u>941,625.52</u>
TOTAL LIABILITIES & EQUITY	<u>923,889.77</u>	<u>941,625.52</u>



COUNTY OF ERIE

MARK C. POLONCARZ

COUNTY EXECUTIVE

January 16, 2025

Robert Hutchinson, Board Chair
Sean Doyle, Executive Director
Hamburg Industrial Development Agency
6122 South Park Avenue
Hamburg, NY 14075

RE: Support for Hamburg IDA's Position on Housing

Dear Chair Hutchinson and Executive Director Doyle:

I commend your organization for taking a public stance in support of the continued construction of housing in our community. As we all are aware, there is a significant shortage of housing nationwide and here in Erie County, especially affordable housing. There is no one-size-fits-all approach to getting more units on the market at reasonable costs, which means the public and private sectors need to be creative in addressing this crisis.

I am glad the Hamburg IDA recognizes the need to embrace housing development beyond the outdated view that certain communities can only have single-family homes. In fact, US Census data shows that nearly 30% of housing units in Hamburg are multi-unit structures, and nearly a quarter of households are renters. Implementing a moratorium on the construction of multi-unit housing is the worst possible action that could be taken at this time.

Furthermore, it is not only the public who understands this, so do the homebuilders. Last year, I attended a discussion in Washington, D.C. where Karl Eckhart, Vice President of State and Local Government Affairs at the National Association of Home Builders, surprised the attendees when he implored local government officials to stop authorizing the construction of only single-family homes.

He went on to note the only way our nation will properly address the housing shortage is if local governments support the construction of all types of housing: single-family, multi-unit, senior, and other approaches, such as tiny homes. If the national trade organization that represents the homebuilders recognizes the fact that more multi-unit housing is needed, so should all of us.

Support for Hamburg IDA's Position on Housing

January 16, 2025

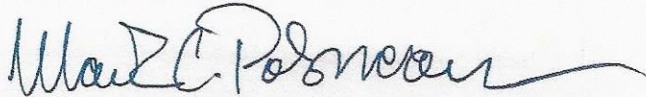
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As public servants, we need to take forward-thinking and responsible approaches. Dense neighborhoods and communities – when planned thoughtfully and strategically – are good for not only the local community but the overall region.

Well-planned developments attract residents, stimulate economic activity, and provide efficiencies for public infrastructure. Permitting different forms of housing development does not take away from another form of development. Single-family home construction is at a historic low in our area; there is no reason to further stifle the construction of new types of housing that are so desperately needed,

Thank you again for your public leadership on this matter. Increasing our housing stock benefits local towns and villages, and our county and region. My administration has prioritized regional approaches, which lower public costs and benefit all our communities and we stand ready to work with any public and private partners who share this strategic, collaborative vision.

Sincerely yours,



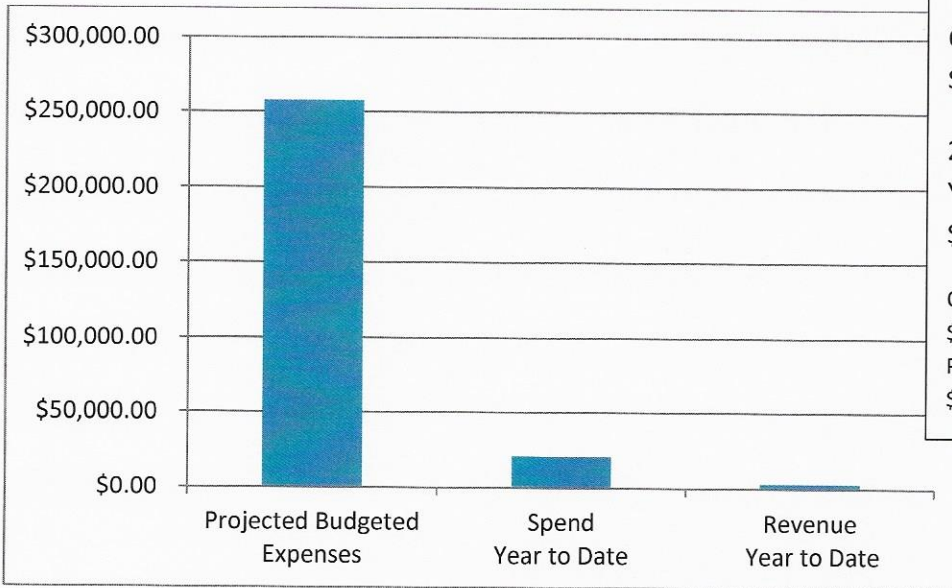
Mark C. Poloncarz, Esq.
Erie County Executive

MCP/ze

cc: Hon. John Gilmour
Hon. Catherine A. Rybczynski
Town of Hamburg Board



Financial Performance



2025 Payment in Lieu of Tax Revenue
 Town \$261,147
 County \$256,359
 School \$833,821 (2024/2025)

2025 Approved PILOT Capital Investment
 Year to Date (YTD)
 \$0.00

Capital Investment Since 2018
 \$308,577,884
 PILOT Revenue Since 2018
 \$14,248,927

Receivables due \$1,007.00

IDA Project Employment

Current Employment (2023): 1311

New Jobs Created (2023): 376

New Committed Employment 2025

Created: 0 Retained: 0

Reported as full time equivalent jobs

Sponsorships and Grants YTD

Southtowns Regional Chamber Benefit for FeedMore WNY - \$250.00

InVest Buffalo Niagara – Request pending

Project Activity

CLOSINGS

Name	Expiration
T&L Beachfront Holdings	July 1, 2026
4760 Camp Road, LP	December 10, 2025

Hamburg Development Corporation

1 Application

1 Loan past due

Annual Meeting - Thank you

- 3556 Lakeshore – Gateway Building- under contract
- Jeffrey Blvd – 10ac industrial – Working with client on design development
- Amazon - Accessory Structure

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 – 10,000 SF for lease
- 4255 McKinley – 9,000 SF office

Community Engagement

- Village of Hamburg Brownfield Opportunity Area Public Meeting #1
- Village EDC – Monthly Meeting
- Town of Hamburg Stadium Area Zoning meeting



Nicole Cassel presents on the Village of Hamburg Business Survey

Advocacy and Legislation

- UTEP Supporting Daycare Facilities
- Year End Summary
- Supervisor Meeting

Business Development

- Greg Sehr – Upstate Consultants
- 2 inquiries 2-3 AC sites
- Matt Bourke, VEIC – NYSERDA Grants



March 12, 2025 – Next Board Meeting

2024 At a Glance



The Hamburg Industrial Development Agency, (HIDA) is committed to responsible, planned economic growth in Hamburg. We focus on expanding job opportunities and enhancing the tax base in the town. The agency is not funded through the Town of Hamburg. Project fees support the HIDA operations. Our volunteer members represent the Town, Villages, School Districts and provide strategic input through the lens of their constituents.

2024 HIGHLIGHTS FOR THE TOWN OF HAMBURG

- SECURED 310 FULL AND PART TIME JOBS
- LEVERAGED \$9.5 MILLION IN NEW INVESTMENT
- COLLECTED \$1.56 MILLION IN PAYMENTS FOR THE COUNTY, TOWN AND SCHOOLS
- APPROVED \$22.5 MILLION IN TAX-EXEMPT BONDS TO SUPPORT THE FEEDMORE WNY EXPANSION

AT THE HAMBURG IDA WE ARE:

- Accountable** Terminated benefits for a company that did not meet employment goals
- Representative** Welcomed a new Board Member supporting the Frontier Central School District
- Small Business Friendly** Provided 2 loans to growing Hamburg Businesses and benefited a small business expansion
- Growing Advanced Manufacturing** Benefited 78,000 square feet of new advanced manufacturing space in the Village of Hamburg