



Unapproved/draft

(BOD motion for approval at 4/09/2025)

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Hamburg, New York 14075
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**Hamburg Industrial Development Agency
Board of Directors Meeting
March 12, 2025, 7:30am
Blasdell Village Hall**

Present

Bob Reynolds
Janet Plarr
Jamel Perkins
Bob Hutchison
Mary Ann Costello
Cam Hall
Andy Palmer
Wence Valentin

Excused

Tom Moses

Guests

Mary Doran, HIDA
Tom Kucharski, Invest Buffalo Niagara
David Chiazza, Iskalo/17 Long - via Zoom
Bob Johnson, Johnson's Taphouse/RPJ Holdings – via Phone

Executive Director

Sean Doyle

- Pledge of Allegiance

-Roll Call

-Motion to open the board meeting at 7:38am

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

-Motion by Janet Plarr to amend the agenda as written and add RJP Holdings, Inc. to the agenda.

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

-Motion to approve the February 2025 board meeting minutes

Moved: Janet Plarr **Seconded:** Mary Ann Costello
Ayes: Reynolds, Plarr, Hutchison, Costello, Hall, Valentin, Palmer
Nays: none
Carried

Treasurer, Bob Reynolds, gave an update on the financials. February had interest income of \$3,484.52 and \$14,239.80 in payroll expenses as well as \$5,081 for audit & legal services and \$800 for 2 months of rent. Total assets equal \$912,794.92.

Jamel Perkins joined the meeting at 7:46am.

Reynolds talked about a change in accounting principles and noted the 2 lines added to the monthly report per the auditor; *Accumulated Amortization & Right to use Asset – Building*, these line items account for the HIDA 3 year lease obligation and reserved expense.

-Motion to approve the February 2025 Treasurer Report

Moved: Wence Valentin

Seconded: Janet Plarr

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

Nays: none

Carried

Correspondence - none

Executive Director Update:

- Executive Committee meet with the applicant of mixed a use project and a Public Hearing has been scheduled for April 2, 2025 at 9:00am.

-2 additional projects are in the pipeline which includes the 10 acre parcel on Jeffrey Boulevard.

-The HDC has 2 applicants/applications in the works

-Continuing to work with Amazon on the small improvement to their site (under 100K)

-Working with the Town & Village on the Brownfield Opportunity Areas

-April 2, 2025 for public hearing and April 9, 2025 next Board of Director's meeting.

Bob Hutchinson asked for any updated on the Gateway building.

Doyle stated other the sale closing he has no further development updates.

New Business

-Tom Kucharski, from Invest Buffalo Niagara gave a presentation to the board on their current state of affairs. He passed out the handout below and talked about their marketing campaign and what they are doing to bring companies and jobs to the area including the Micron Facility coming to New York State and reuse of the Sumitomo site in Tonawanda.

INVEST BUFFALO NIAGARA 403 Main St., Suite 624 BUFFALONIAGARA.ORG
Buffalo, New York 14203

Invest Buffalo Niagara: Driving Economic Growth in Western New York

Who We Are
Invest Buffalo Niagara (iBN) is the region's premier not-for-profit economic development organization, dedicated to attracting and growing businesses in Western New York. Through strategic partnerships, industry expertise, and tailored support services, iBN fosters a dynamic business environment that drives economic growth.

Our Impact

- Assisted over **450 businesses** in expanding or relocating
- Helped create **49,000 jobs**
- Facilitated **\$7.84 billion** in capital investments

Our Services
Invest Buffalo Niagara offers comprehensive support to businesses looking to establish or expand in the region, including:

- Site Selection:** Identifying prime locations for business operations
- Incentives Coordination:** Connecting businesses with available financial incentives
- Workforce Data & Availability:** Providing insights into talent pools and labor market trends
- Higher Education Connections:** Bridging relationships with local universities and colleges
- Regional Data & Location Comparisons:** Offering in-depth market analysis
- International Due Diligence:** Supporting global businesses entering the U.S. market

Target Industries
iBN focuses on key industries poised for growth, including:

- Advanced Manufacturing:** Semiconductors, battery & EV components, solar PV, electronic components, sensor technology, plastics products
- Technology & Data Centers:** Software development

Come grow your business with us.

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Buffalo, New York 14203

- Logistics & Distribution:** E-Commerce, Canadian
- Life Sciences:** medical device manufacturing, pharmaceuticals, medical supplies, R&D
- Food & Beverage Processing:** dairy product manufacturing, beverage manufacturing
- Advanced Business Services:** Insurance, back-office support

Success Story: Workport
Invest Buffalo Niagara played a crucial role in helping Workport, a manufacturer of tonneau covers for trucks, establish a U.S. presence. Looking to onshore operations from China, Workport chose Western New York over competing sites in Ontario, Canada. CEO Steve Ross credits Invest Buffalo Niagara's Be In Buffalo program for attracting and retaining top talent, highlighting the region's strong workforce mix of brain and brawn.

Key Initiatives

- Talent Attraction & Retention:** The Be In Buffalo program engages mostly with 25-35-year-olds, with a focus on equity, and enhancing workforce diversity in tech, engineering, finance, and sales. More information can be found at Beinbuffalo.org.
- Investor Partnerships:** Strengthening collaborations between businesses and regional stakeholders to foster economic sustainability.
- Industrial Real Estate Development Strategy:** Identifying and preparing industrial sites for development to meet market demand.
- Economic Gardening:** Supporting second-stage companies (\$1-50M revenue, 10-99 employees) with market analysis, SEO, and strategic growth services. 24 companies have completed the program.

Invest Buffalo Niagara is committed to shaping a prosperous future for Western New York by connecting businesses with the resources they need to thrive.

Let's grow together.
Want to learn more? Check out our website buffaloniagara.org or email Tom Kucharski at tkucharski@buffaloniagara.org.

Come grow your business with us.

-**Motion** to approve a \$5,000 2024 Sponsorship/membership in Invest Buffalo Niagara. Funds marked in 2025 Budget.

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

-**Motion** to renew \$250,000 Certificate of Deposit for an additional 14 month period with Upstate National Bank with an improved interest rate of 4.59% - funds will be available 6/2026

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

-Per a new law, New York State is adding incentives for projects with day care facilities. Therefore the HIDA is reviewing adding 2 questions to the HIDA application; *Day Care facility on site yes/no & A summary of the services offered* - will continue to monitor as incentives remain unclear.

-A physical copy of the 2024 audit was handed out to all board members today for their evaluation, it will be reviewed by the Audit Committee and there will be a motion to approve a the April board meeting.

-Doyle read the following resolution for Isaklo/17 Long:

***RESOLUTION OF THE TOWN OF HAMBURG INDUSTRIAL DEVELOPMENT AGENCY (THE "AGENCY")
EXTENDING THE SALES TAX PERIOD FOR ISKALO 17 LONG, LLC (THE "LESSEE") UNTIL
SEPTEMBER 30, 2025***

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 an unforeseen vacancy at the project site and there is need to renovate the vacant space

NOW, THEREFORE, BE IT RESOLVED BY THE AGENCY AS FOLLOWS:

- 1. The Agency does hereby extend the sales tax period for the Lessee from March 31, 2025 to September 30, 2025.*
- 2. No additional sales tax benefits are being provided above the approved amount*
- 3. This resolution shall take effect immediately*

Doyle stated there are no additional benefits, just requesting an extension (2nd extension) they have been diligently working to improve the space which was a former grocery store.

-**Motion** to approve the 6 month extension of the sales tax period for Isaklo 17 Long LLC.
Moved: Bob Reynolds **Seconded:** Andy Palmer
Ayes: Reynolds, Plarr, Perkins, Hutchison, Costello, Hall, Valentin, Palmer
Nays: none
Carried

-Motion to re-adopt the following Agency organizational documents and policies as written:

- Agency By-Laws
- Finance Committee Charter
- Governance Committee Charter
- Audit Committee Charter
- Diversity and Inclusion Policy
- Sexual Harassment Policy and Complaint Form
- Real Property Acquisition Policy
- Reimbursement and Attendance Policy
- Combined Code of Ethics and Conflict of Interest Policy
- Defense and Indemnification of Officers and Employees
- Financial Disclosure Policy
- Travel Policy
- Whistleblower Policy
- Property Disposal Guidelines
- Procurement Policy
- Investment Policy

Moved: Bob Reynolds

Seconded: Cam Hall

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

Nays: none

Carried

*Added agenda item – Doyle read the following Resolution for RJP Holdings/Johnson’s Taphouse

***RESOLUTION OF THE TOWN OF HAMBURG INDUSTRIAL DEVELOPMENT AGENCY
CONSENTING TO A MORTGAGE AND A GENERAL ASSIGNMENT OF RENTS IN AN AMOUNT
NOT TO EXCEED \$5,950,000 IN CONNECTION WITH THE REFINANCING OF THE 2022 RPJ
HOLDINGS, INC. PROJECT***

*WHEREAS, to accomplish the purposes of the Act, the Agency induced **RPJ HOLDINGS, INC.** a limited liability company to commence with construction, installation and equipping of an approximately 17,490 square foot brewing and distilling facility at 0 Lakeshore Drive in the Town of Hamburg for lease to the Agency and subsequent Leaseback to the Lessee and further sublease to **JOHNSON TAPHOUSE, INC.** (or related entity) (the "Sublessee") who will be the sole tenant (the "Project"); and in furtherance of said purpose the Agency adopted its Inducement Resolution on November 17, 2021.*

*WHEREAS, pursuant to such Inducement Resolution, the Agency acquired a leasehold interest in the Facility pursuant to a certain Lease to Agency, dated as of December 1, 2022, between **RPJ HOLDINGS, INC.** (the "Lessee") for lease to the Agency and subsequent Leaseback to the Lessee and further sublease to **JOHNSON TAPHOUSE, INC.** (or related entity) (the "Sublessee") (the "Leaseback Agreement"); who will be the sole tenant (the "Project"); and*

*WHEREAS, the Agency has now received a request for the Agency’s consent to the execution and delivery by **RPJ HOLDINGS, INC.**, of a Mortgage and a General Assignment of Rents in an amount not to exceed \$5,950,000 to Chemung Canal Trust Company. (the "Mortgage Documents");*

WHEREAS, the facility will remain a approximately 17,490 square foot brewing and distilling facility; accordingly, there will be no change in the Payment in Lieu of Taxes ("PILOT") Provisions attached as Exhibit C to the Leaseback Agreement.

NOW, THEREFORE BE IT RESOLVED AS FOLLOWS:

Section 1. The Agency hereby consents to the execution and delivery of a Mortgage and a General Assignment of Rents, with respect to the Lease to Agency and the Leaseback Agreement.

Section 2. The execution and delivery of the Mortgage Documents in the form approved by the Chairman, Vice Chairman, Executive Director, or Assistant Secretary is hereby authorized. The appropriate officers of the Agency are hereby authorized to execute, seal, acknowledge and deliver such Certificate. The execution and delivery of the Mortgage Documents shall be conclusive evidence of due authorization and approval.

Section 3. The Agency determines that the PILOT provisions shall remain unchanged as there is no change in use or in the occupancy of the Facility.

Section 4. RPJ HOLDINGS, INC. agrees that it will pay all Agency Administrative Fees and legal fees due at closing.

Section 5. No mortgage recording tax abatement will apply.

Section 6. This resolution shall take effect immediately.

-Motion to approve the Resolution for RJP Holdings
Moved: Andy Palmer **Seconded:** Mary Ann Costello
Ayes: Reynolds, Plarr, Perkins, Hutchison, Costello, Hall, Palmer
Nays: Valentin
Carried

Unfinished Business

-Please complete and return all forms and acknowledgements to Mary

-Privilege of the Floor – no comments

-Motion to adjourn at 8:38am

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

Sincerely,

Sean Doyle, Executive Director

Next meeting: April 9, 2025, 7:30am Blasdel Village Hall