

**Hamburg Industrial Development Agency
Board of Directors Meeting
May 11, 2012
Room 7B - Hamburg Town Hall**

Present

Amy Ziegler
Tom Moses
Steve Walters
Marcella Fugle
Norma Rusert Kelly
Patricia Paul
Matt Dils
Stan Figiel

Excused

Lou McDonald

Guest

Craig Cwick
Joe Dommer
Jim Hilburger

Executive Director

Michael J. Bartlett

- **Moved** to open the Board of Directors meeting at 8:00 a.m.

- **Zama of WNY, LLC** (Baer Associates) - Joe Dommer, President of Baer Associates was introduced and presented his project to the Board. Zama of WNY, LLC is the real estate holding company that will be purchasing the property and they will be leasing it to Baer Associates. Baer Associates provides construction cost estimating and consulting services to over 150 different firms and private owners on over 5000 different projects. The company is looking to purchase the former CID building located at 4588 South Park Avenue, renovate the building and move their company there. They currently lease space in the Tri Main building and have a letter releasing them from the last two years of their lease. They also provided us proof of their search for a location in Buffalo. The company is requesting a mortgage tax exemption, sales tax exemption and 7 year PILOT under our Adaptive ReUse Policy.

RESOLUTION OF THE TOWN OF HAMBURG INDUSTRIAL DEVELOPMENT AGENCY (THE "AGENCY") AUTHORIZING ZAMA OF WNY, LLC (THE "LESSEE") TO ACQUIRE AN EXISTING APPROXIMATELY 8,000 SQUARE FOOT BUILDING LOCATED AT 4588 SOUTH PARK AVENUE, HAMBURG, NEW YORK, TO RENOVATE THE EXISTING BUILDING AND TO ACQUIRE AND INSTALL MACHINERY, EQUIPMENT, FURNISHINGS AND FIXTURES REQUIRED IN CONNECTION THEREWITH, FOR LEASE BY THE LESSEE TO THE AGENCY FOR SUBLEASE TO THE LESSEE FOR SUB-SUBLEASE TO BAER & ASSOCIATES, LLC AND TO TAKE OTHER PRELIMINARY ACTION

Moved: Steve Walters

Seconded: Amy Ziegler

Ayes: Ziegler, Moses, Paul, Dils, Rusert Kelly, Fugle, Figiel, Walters

Nays: None

Carried

- **Keedahm Properties Inc (Switch Hits)** Jimmy Hilburger, President of Switch Hits Inc, was introduced and presented his project to the Board. The company is an internet retailer of decorative light switch plates. Their proposed facility at 3780 Hoover Road will be the company headquarters and warehouse distribution center. Approximately 98% of their sales are outside Erie County representing \$2.5 million. They are requesting a sales tax exemption and 7 year PILOT under our Adaptive ReUse Policy to help offset the high cost of rehabilitating the building and property.

RESOLUTION OF THE TOWN OF HAMBURG INDUSTRIAL DEVELOPMENT AGENCY (THE "AGENCY")

AUTHORIZING KEEDAHM PROPERTIES, INC (THE “LESSEE”) TO RENOVATE AN EXISTING APPROXIMATELY 8,400 SQUARE FOOT BUILDING LOCATED ON AN APPROXIMATELY 3.0 ACRE PARCEL OF LAND AT 3780 HOOVER ROAD IN THE TOWN OF HAMBURG, WHICH BUILDING HAS BEEN VACANT FOR MANY YEARS AND WAS ONLY RECENTLY ACQUIRED BY THE LESSEE, TO PROVIDE PROFESSIONAL LANDSCAPING FOR THE ENTIRE PARCEL AS WELL AS PAVING APPROXIMATELY 13,000 SQUARE FEET OF DRIVEWAY AND PARKING LOT AND TO ACQUIRE AND INSTALL MACHINERY, EQUIPMENT, FURNISHINGS AND FIXTURES REQUIRED IN CONNECTION THEREWITH, FOR LEASE BY THE LESSEE TO THE AGENCY FOR SUBLEASE TO THE LESSEE FOR SUB-SUBLEASE TO SWITCH HITS INC AND TO TAKE OTHER PRELIMINARY ACTION

Moved: Norma Rusert Kelly **Seconded:** Matt Dils
Ayes: Walters, Ziegler, Paul, Moses, Figiel, Fugle, Rusert Kelly, Dils
Nays: None
Carried

- **Motion** to approve the minutes from the April 20, 2012 Board of Directors meeting.

Moved: Amy Ziegler **Seconded:** Patricia Paul
Ayes: Ziegler, Rusert Kelly, Walters, Moses, Fugle, Dils, Figiel, Paul
Nays: None
Carried

- **Motion** to approve the minutes from the April 27, 2012 Board of Directors meeting.

Moved: Amy Ziegler **Seconded:** Tom Moses
Ayes: Walters, Fugle, Rusert Kelly, Paul, Dils, Figiel, Ziegler, Moses
Nays: None
Carried

- **Motion** to approve the April 2012 Treasurer’s Report.

Moved: Amy Ziegler **Seconded:** Stan Figiel
Ayes: Walters, Moses, Fugle, Dils, Paul, Rusert Kelly, Ziegler, Figiel
Nays: None
Carried

- **Hamburg Floor Covering** - A meeting was held with Todd Czaranski and Paul Neureuter, President of The Krog Corp., to review his architect’s rendering and we discussed changes that would bring the building they are proposing into compliance with the Visual Resource Thresholds contained in the SEQR Positive Findings Statement for the Lake Erie Commerce Center for “Pre-Permitted Site Designation” and Rt 5 overlay. Paul offered to meet with the architect to discuss the changes.

- **Board training** - It’s a requirement that HIDA Board members go through approved training. I contacted the ABO who informed me that their records show only Steve Walters and Tom Moses has completed the training. Executive Director Bartlett will continue to send the Board dates for web training as he finds out. If needed we can speak with other IDA’s about setting up a special training session and sharing the cost. Not having Board members completing the training could create a problem if audited.

Lake Erie Commerce Center

- **Building Covenants** -It appears the Visual Resource Thresholds contained in the SEQR Positive Findings statement for pre-permitted site destination & Rt 5 overlay provisions provides us with building covenants. Paul Neureuter is reviewing to see if additional covenants should be addressed. I have copies if anyone would like one.

- **Shovel Ready Designation** - Have had conversations with National Grid about potential assistance in

getting work done to meet the requirements of NYS to be shove ready. EXAMPLES - TRAFFIC STUDY - WETLANDS UPDATE- National Grid has upwards of \$125,000 to provide. Paul Neureuter and myself are reviewing the Shovel Ready application to come up with a list of things to apply for funding from National Grid and will then meet with Grid representative to review prior to submission.

- **Assemblyman Ryan's Proposed IDA Reform Legislation** - Supervisor Walters and Executive Director Bartlett updated the Board on the status of the legislation and steps taken to continue opposing the legislation including an "Another Voice" article in the BEN by Steve Walters, a letter to County Executive Poloncarz from the five Town Supervisors who have IDA's and a meeting Executive Director Bartlett had with Senator Kennedy's staff.

- **State Comptroller's Report** on IDA's Data from the Comptroller's office showing financial and employment statistics for every IDA in New York State was passed out to the Board.

- **Motion** to adjourn at 9:02 a.m.

Moved: Tom Moses

Seconded: Steve Walters

Ayes: Fugle, Walters, Moses, Figiel, Dils, Paul

Nays: None

Carried

Sincerely,

Michael J. Bartlett
Executive Director