

**Hamburg Industrial Development Agency  
Board of Directors Meeting  
June 25, 2010  
Room 7 B - Hamburg Town Hall**

**Public Hearing - Buffalo Computer Graphic's Inc  
- Hamburg Studio Apartments**

**Present**

Janet Plarr  
Marcella Fugle  
Steve Walters  
Tom Moses  
Matt Dils  
Mike Petrie  
Kevin Smardz  
Norma Rusert-Kelly

**Excused**

Pattie Paul

**Guest**

Craig Cwick  
Nathan Neill  
Roy Waas  
Kevin Williams  
Don Reeves

**Executive Director**

Michael J. Bartlett

- **Move** to open the public hearing for Buffalo Computer Graphics Inc. at 8:04 a.m.

- **Roy Waas and Kevin Williams** were introduced to the Board to present their project. Buffalo Computer Graphics is a privately owned company that has been in operation since 1982. The company has grown from 4 employees to 36 since moving to their present location in 1985. The company has four primary business areas - Disaster Management Systems, Maritime Training Systems, Hardware and Software Engineering and System Maintenance. The companies main customer base is in the U.S but they provided solutions for customers in Japan, Korea, the Phillippines and Saudi Arabia. The company is looking to construct an approximately 20,000 sq. ft building on 8.31 acres of land located on Bayview Road in the Town of Hamburg. The company has outgrown its current location and needs additional room to support staff expansion to allow it to expand its current customer base.

- **Move** to close the public hearing for Buffalo Computer Graphics at 8:17 a.m.

- **Move** to open the public hearing for Hamburg Studio Apartments at 8:17 a.m.

- **Don Reeves** was introduced to present his project to the Board. Don Reeves is a principal in D.J. Reeves Real Estate LLC. He has been the owner/operator of a Buffalo Complex with 177 studio apartments since 1975. Don will be purchasing the former Howard Johnson Motel/Heritage Manor Nursing Home located at 4050 Lakeshore Road in Hamburg. The building has been vacant for approximately 9 years and faces many environmental issues including mold, asbestos and standing water in the basement. The applicant will be cleaning up any environmental issues, rehabilitating the building and converting the rooms into 66 studio apartments. He is requesting a property tax abatement, sales tax exemption and mortgage tax exemption under our Adaptive Reuse Policy.

- **Move** to close the public hearing for Hamburg Studio Apartments at 8:25 a.m.

- **Moved** to open the Board of Directors meeting at 8:25 a.m.

RESOLUTION OF THE TOWN OF HAMBURG INDUSTRIAL DEVELOPMENT AGENCY ADOPTING A NEGATIVE DECLARATION IN CONNECTION WITH THE APPLICATION FOR PROJECT FINANCING BY BUFFALO COMPUTER GRAPHICS, INC.

**Moved:** Marcella Fugle

**Seconded:** Tom Moses

**Ayes:** Fugle, Dils, Walters, Moses, Smardz, Rusert-Kelly, Petrie, Plarr

**Nays:** None

**Carried**

RESOLUTION OF THE TOWN OF HAMBURG INDUSTRIAL DEVELOPMENT AGENCY (THE "AGENCY") AUTHORIZING BUFFALO COMPUTER GRAPHICS, INC. (THE "LESSEE") TO ACQUIRE AN APPROXIMATELY 8.31 ACRE PARCEL OF LAND LOCATED ON BAYVIEW ROAD IN THE TOWN OF HAMBURG, TO CONSTRUCT AN APPROXIMATELY 20,000 SQ FT OFFICE BUILDING THEREON AND TO ACQUIRE AND INSTALL MACHINERY AND EQUIPMENT REQUIRED IN CONNECTION THEREWITH, ALL FOR A HARDWARE AND SOFTWARE ENGINEERING FIRM, FOR LEASE TO THE AGENCY AND SUBSEQUENT LEASEBACK TO THE LESSEE AND TO TAKE OTHER PRELIMINARY ACTION.

**Moved:** Janet Plarr

**Seconded:** Mike Petrie

**Ayes:** Walters, Smardz, Fugle, Moses, Rusert-Kelly, Dils, Plarr, Petrie

**Nays:** None

**Carried**

RESOLUTION OF THE TOWN OF HAMBURG INDUSTRIAL DEVELOPMENT AGENCY (THE "AGENCY") AUTHORIZING HAMBURG STUDIO APARTMENTS LLC (THE "LESSEE") TO ACQUIRE AN APPROXIMATELY 1.5 ACRE PARCEL OF LAND WITH AN EXISTING APPROXIMATELY 25,000 SQ FT BUILDING THEREON LOCATED AT 4050 LAKESHORE ROAD IN THE TOWN OF HAMBURG, WHICH PROPERTY WAS FORMERLY A HOWARD JOHNSON MOTEL, TO RENOVATE THE EXISTING BUILDING INTO APPROXIMATELY 66 STUDIO APARTMENTS AND TO ACQUIRE AND INSTALL MACHINERY AND EQUIPMENT REQUIRED IN CONNECTION THEREWITH, ALL FOR THE ADOPTIVE REUSE OF A VACANT BUILDING INTO AN APPROXIMATELY 66 UNIT STUDIO APARTMENT BUILDING, FOR LEASE TO THE AGENCY AND SUBSEQUENT LEASEBACK TO THE LESSEE AND TO TAKE OTHER PRELIMINARY ACTION.

**Moved:** Norma Rusert-Kelly

**Seconded:** Steve Walters

**Ayes:** Walters, Smardz, Fugle, Dils, Rusert-Kelly, Moses

**Nays:** Plarr

**Abstain:** Petrie

**Carried**

- **Carrier Coach Inc** inducement resolution needs to be amended substituting Miller Properties LLC as the lessee in place of Carrier Coach Inc and to clarify that the purchase will include 71 mini-buses and 12 vans.

RESOLUTION OF THE TOWN OF HAMBURG INDUSTRIAL DEVELOPMENT AGENCY (THE "AGENCY") AMENDING THE PRIOR RESOLUTION ADOPTED ON JUNE 4, 2010 AUTHORIZING CARRIER COACH INC TO ACQUIRE AN APPROXIMATELY 19.13 ACRE PARCEL OF LAND LOCATED AT 3985 LAKESHORE ROAD WITH AN EXISTING TRUCK REPAIR FACILITY, TO ACQUIRE AND INSTALL MACHINERY AND EQUIPMENT REQUIRED IN CONNECTION THEREWITH AND TO ACQUIRE APPROXIMATELY 70 MINI-BUSES TO PROVIDE SCHOOL AND SPECIAL NEEDS TRANSPORTATION, ALL FOR A COMMERCIAL OFFICE AND MAINTENANCE FACILITY, FOR LEASE TO THE AGENCY AND SUBSEQUENT LEASEBACK TO THE LESSEE AND/OR INSTALLMENT SALE TO THE LESSEE AND TO TAKE OTHER PRELIMINARY ACTION TO SUBSTITUTE MILLER PROPERTIES LLC AS THE LESSEE IN PLACE OF CARRIER COACH INC AND TO CLARIFY THAT THE PURCHASE WILL INCLUDE 71 MINI-

BUSES AND 12 VANS.

**Moved:** Steve Walters **Seconded:** Norma Rusert-Kelly  
**Ayes:** Walters, Smardz, Moses, Fugle, Rusert-Kelly, Petrie, Dils, Plarr  
**Nays:** None  
*Carried*

- **Motion** to move into Executive Session to discuss contract issues at 8:33 a.m.

**Moved:** Janet Plarr **Seconded:** Steve Walters  
**Ayes:** Walters, Smardz, Moses, Fugle, Rusert-Kelly, Petrie, Dils, Plarr  
**Nays:** None  
*Carried*

- **Motion** to move out of Executive Session at 8:44 a.m.

**Moved:** Matt Dils **Seconded:** Mike Petrie  
**Ayes:** Walters, Smardz, Kelly-Rusert, Fugle, Plarr, Moses, Dils, Petrie  
**Nays:** None  
*Carried*

- **Motion** to approve the minutes from the June 4, 2010 Board of Directors meeting.

**Moved:** Janet Plarr **Seconded:** Matt Dils  
**Ayes:** Walters, Smardz, Petrie, Fugle, Moses, Plarr, Rusert-Kelly, Dils  
**Nays:** None  
*Carried*

- **Motion** to approve the May 2010 Treasurer's Report.

**Moved:** Norma Rusert-Kelly **Seconded:** Marcella Fugle  
**Ayes:** Walters, Moses, Fugle, Petrie, Dils, Smardz, Plarr, Rusert-Kelly  
**Nays:** None  
*Carried*

- **Advertising Campaign** - Executive Director Bartlett informed the Board that an advertising campaign sponsored by the IDA's in Erie County would begin this summer. The Hamburg IDA had initially approved contributing \$2500.00 towards the cost of the campaign. With a final cost of approximately \$30,000 each IDA is being asked to increase their contribution.

- **Motion** authorizing an increase in the amount spent on the joint IDA advertising campaign from \$25000.00 to \$5000.00.

**Moved:** Tom Moses **Seconded:** Matt Dills  
**Ayes:** Walters, Smardz, Moses, Fugle, Rusert-Kelly, Plarr, Dils, Petrie  
**Nays:** None  
*Carried*

RESOLUTION OF THE TOWN OF HAMBURG INDUSTRIAL DEVELOPMENT AGENCY APPROVING A REDUCTION IN THE AGENCY ADMINISTRATIVE FEE REQUIRED IN CONNECTION WITH THE EXECUTION AND DELIVER OF A \$1,600,000 MORTGAGE FOR THE CARRIER COACH INC PROJECT

**Moved:** Mike Petrie **Seconded:** Matt Dills  
**Ayes:** Walters, Smardz, Plarr, Fugle, Moses, Dils, Rusert-Kelly, Petrie  
**Nays:** None

*Carried*

- **Motion** to adjourn at 8:50 a.m.

**Moved:** Norma Rusert-Kelly

**Seconded:** Mike Petrie

**Ayes:** Petrie, Walters, Moses, Fugle, Dils, Smardz, Plarr, Rusert-Kelly

**Nays:** None

*Carried*

Sincerely,

Michael J. Bartlett  
Executive Director