



6122 South Park Avenue
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Hamburg Industrial Development Agency

Board of Directors Meeting February 26, 2019 Court Room - Blasdel Village Hall

Present

Andy Palmer
Tom Moses
Robert Reynolds
Jeff Brylski
Bob Hutchinson
Janet Plarr

Excused

Wence Valentin
Cam Hall
Norma Rusert-Kelly

Guests

Jim Shaw, Hamburg Supervisor
Jennifer Strong, Neill & Strong
Mary Doran, Hamburg Development Companies

Executive Director

Sean Doyle

- **Move** to open the Board of Directors meeting at 7:31am, Executive Director, Doyle.

Moved: Janet Plarr **Seconded:** Andy Palmer
Ayes: Brylski, Palmer, Moses, Hutchinson, Plarr
Nays: none
Carried

- **Roll Call**

- **Motion** to amend the minutes from the January 26, 2019 board meeting regarding Senator Ryan as follows; *the purpose of inviting him to speak to the HIDA is to get his viewpoint on IDAs*, approve minutes as amended.

Moved: Janet Plarr **Seconded:** Jeff Brylski
Ayes: Brylski, Palmer, Moses, Hutchinson, Plarr
Nays: none
Carried

Director Doyle, gave a brief update on the Treasurers Report, going forward he will be preparing a quarterly forecast for the board.

- **Motion** to approve the January 2019 Treasurers Reports.

Moved: Janet Plarr **Seconded:** Bob Hutchinson

Ayes: Brylski, Palmer, Moses, Hutchinson, Plarr

Nays: none

Carried

Bob Reynolds joined meeting at 7:38am.

Executive Director Update:

- Director Doyle spoke of all the project/paperwork that needs to be done for the HIDA; surveys, PILOT Billing, sales tax reporting etc. Mary Doran will be visiting the Amherst IDA to review their forms/procedures for ways to improve our processes and make sure we are not missing anything. Doyle congratulated Mary Doran for her hard work and accuracy.
- Director Doyle restated how there is a shortage of office parks in the area. He is working on putting together a study of available real estate; which will include traffic analysis, board also suggested including lifestyle, Hamburg is great place to live – good marketing tool.
- He is still working on inviting Assemblyman Ryan to speak to the board.
- Doyle will be meeting later today with IDA's on the prevailing wage issue. He passed out the proposed legislation to the board for their review.
- Evans Bank will need to expand (currently outgrowing their current space), Doyle working on connecting with them to make sure Hamburg is a consideration.
- The following items are in the HIDA project pipeline with a good chance of moving forward; United Steel - new jobs, Immaculata Academy - adaptive reuse into apartments and revitalization of the Hamburg Airport, a new buyer with plans to put in new hangers etc.
- Doyle sent under separate cover/email the 4 proposals submitted to the HIDA to revamp the website. Formal approval of the best proposal will be held at the March meeting. Doyle asked the board for their opinions on what was received.
 - o Discussion took place on things that need to be included. Hutchinson, stated the HIDA website needs to “standout” against other IDA websites. How is coming to Hamburg unique? He suggested a 30 second video with a synopsis of Hamburg. Board was in agreement. Reynolds suggested a small committee be set up to review ideas, board was in favor. Palmer, stated website has to be adaptive to a mobile phone.
- Doyle updated board on the HDC. A good meeting took place with Supervisor, Jim Shaw. The plan going forward is to re-sign the agreement with the following provisions; it changes from a 1 year to a 2 year agreement and program delivery costs will now be covered out of the “restricted” account. An HDC meeting is being held on Thursday, February 28th to finalize the details before presenting to the Hamburg Town Board in March.
- In the meeting package, HIDA Committees were outlined. Doyle stated committees will be filled at the March meeting. He asked board members to review and pick the committee they would be interested in serving on and contact him before the next board meeting. Any committee vacancies will be filled at the Executive Director's discretion.
 - o Bob Reynolds stated he would serve on the Audit and Finance Committees.

- Doyle, stated he is looking at ways to market the HIDA to stand out against other area IDA's. Proposed to the board partnering with Hamburg Parks and Recreation with the possibility of employees of an IDA project receiving the same the benefits of Hamburg residents; discounts on park admission, golf etc.
 - o A discussion took place. Although the board thought it was a good idea to find ways for the HIDA to stand out and offer additional benefits to potential customers, they didn't feel the benefit of Parks and Recreation alone would be a difference maker. Janet Plarr suggested partnering with Hamburg Community Development and the First Time Home Buyer Program. Having Community Development come in and speak to potential customers and their employees of this benefit along with a representative from Parks and Recreation highlighting their programs such as the Adult Day Care Center might showcase Hamburg in a new light. Board was in agreement putting these together and highlighting what Hamburg already has to offer could be a win for both. Doyle will look into this avenue.
- A discussion took place on the Masiello, Martucci and Calabrese contract for 2019. Not everyone on the board is in favor going forward with the contract. Board concerned not getting enough "benefit" out of the contract for the price of \$500 per month/ \$3,000 per year. Doyle is currently exploring other options like the New York Economic Development Council.

-Motion to table signing the agreement with Masiello, Martucci and Calabrese and send them a formal letter of such action.

Moved: Bob Reynolds **Seconded:** Andy Palmer
Ayes: Brylski, Palmer, Moses, Hutchinson, Plarr, Reynolds
Nays: none
Carried

- Motion to adjourn at 8:28am.

Moved: Bob Reynolds **Seconded:** Andy Palmer
Ayes: Brylski, Palmer, Moses, Hutchinson, Plarr
Nays:
Carried

Sincerely,


Sean Doyle
Executive Director