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**Hamburg Industrial Development Agency
Board of Directors Meeting
September 24, 2019
Court Room - Blasdell Village Hall**

Present

Andy Palmer
Tom Moses
Jeff Brylski
Bob Hutchison
Norma Rusert-Kelly
Cam Hall

Excused

Bob Reynolds
Davis Podkulski
Wence Valentin

Guests

Jennifer Strong, Neill & Strong
Mary Doran, Hamburg Development Companies
Francesca Bond, Hamburg Sun
Sharon Battista, GAAL Holdings
John Battista, GAAL Holdings
Kevin McAuliffe, Barclay Damon - Erie Wind
Ben Wolcott, TerraForm Power – Erie Wind
Peter Toomey, TerraForm Power – Erie Wind

Executive Director

Sean Doyle

- **Move** to open the meeting at 7:32am, Executive Director, Doyle.

Moved: Norma Rusert-Kelly **Seconded:** Andy Palmer
Ayes: Palmer, Moses, Hutchison, Rusert-Kelly, Brylski, Hall
Nays: none
Carried

- **Roll Call**

-**Motion** to approve the August 2019 Board meeting minutes

Moved: Jeff Brylski **Seconded:** Tom Moses
Ayes: Palmer, Moses, Hutchison, Rusert-Kelly, Brylski, Hall
Nays: none
Carried

-In Bob Reynolds absence, Director Doyle gave a brief update on the financials. The annual payment for Ford's sales tax exemption PILOT was paid this month. A third quarter variable report will be prepared for next month, with several projects underway approximately \$100,000 is due in receivables.

-**Motion** to approve the August 2019 Treasurer's Report

Moved: Andy Palmer **Seconded:** Cam Hall
Ayes: Palmer, Moses, Hutchison, Rusert-Kelly, Brylski, Hall
Nays: none
Carried

Executive Director Update:

- The marketing brochure is complete. Doyle passed around several copies to the Board of Directors; the Board agreed it turned out great.
 - The filming of the marketing video is complete. It is currently in production and Doyle anticipates the completion of video in October.
 - The updated HIDA Website has gone live this past week. We are still working out some minor details. The HIDA will plan a marketing blitz with the Southtowns Chamber to promote the new website next week. The brochure, video and website all carry the same message and color scheme.
 - Doyle met with the NYS Economic Development Council, as some new laws are being instituted throughout the state.
 - There is an established child care provider looking to expand in Hamburg. Doyle is meeting with them later today. There is a demand in the market for child care and New York State is pushing funding. It could be a potential PILOT.
 - AW Farrell, aka Jameson Roofing, is in the early stage of building a second structure at their site in the LECC. It is an administration/office building they are hoping to complete by spring of 2020.
 - Hamburg Development Company update, a local hardware company applied for a \$100,000 gap loan. The application is currently with the HDC loan committee. A stipulation of their approval from the bank is the HDC loan. The HDC requires a full time job for every \$35,000 in financing therefore this loan would be a commitment for 3 new full time jobs at the hardware company over the next several years.
- Doyle turned the floor over to Kevin McAuliffe from Barclay Damon, Ben Wolcott and Peter Toomey both from TerraForm Power regarding the Steel Winds Project. A draft application was submitted last night to the ECIDA. The ECIDA would be the lead agency and seqra on the project, which would encompass Lackawanna, Hamburg and Buffalo. The Hamburg Planning Board would have to approve the ECIDA as seqra and lead agency.

Kevin McAuliffe gave a brief summary of the project;

- The project consists of replacing faulty mechanisms (rotors and blades) on the windmills that are currently located in Hamburg, Lackawanna and Buffalo.
- Requesting a 20 year PILOT which would be an exemption from UTEP
- They would lock in the per megawatt rate – which would be consistent with the revenue the Town of Hamburg is currently receiving from the Steel Winds.
- The plan is to have a formal proposal ready for the HIDA to vote on next meeting.

McAuliffe opened the floor to questions from the board. A discussion took place on the expected timing of repairs, if they would look any different with longer blades, where the parts were coming from and the massive undertaking to transport and install the replacement parts.

Doyle thanked them for attending the meeting.

-Doyle, spoke of the HIDA planning meeting scheduled for November 2nd. If any board members have topics they would like on the agenda please pass long to him or Mary.

New Business:

-GAAL Holdings, Inc. (aka Battista Construction) – Resolution

Director Doyle gave a brief summary of the project; they will be erecting a 12,500 square foot building at the LECC, currently they employ 8 full-time and 1 part-time. They have committed to hiring 2 new full-time people. Due to the increased demand for service they are at risk of losing customers if they do not expand.

Director Doyle read the following proposed resolution to the Board:

RESOLUTION OF THE TOWN OF HAMBURG INDUSTRIAL DEVELOPMENT AGENCY (THE "AGENCY") AUTHORIZING GAAL HOLDINGS, INC. (THE "LESSEE") TO CONSTRUCT AN APPROXIMATELY 12,540 SQUARE FOOT BUILDING ON A 2 ACRE PARCEL OF LAND LOCATED IN THE LAKE ERIE COMMERCE CENTER IN THE TOWN OF HAMBURG, AS AGENT FOR THE AGENCY FOR LEASE TO THE AGENCY AND SUBSEQUENT LEASEBACK TO THE LESSEE FOR SUB-SUBLEASE TO J. BATTISTA CONSTRUCTION, INC. (THE "SUBLESSEE") WHO WILL BE THE MAIN OCCUPANT OF THE FACILITY WITH POSSIBLE FUTURE TENANTS AND TO AUTHORIZE THE SUBLESSEE, AS AGENT FOR THE AGENCY, TO ACQUIRE AND INSTALL MACHINERY, EQUIPMENT, FURNISHINGS AND FIXTURES REQUIRED IN CONNECTION BY THE SUBLESSEE ALL FOR AN OFFICE, WAREHOUSE AND FABRICATED METAL PRODUCT MANUFACTURING FACILITY, AND TO TAKE OTHER PRELIMINARY ACTION.

-Motion to approve the GAAL Holdings, Inc. Resolution as stated above

Moved: Norma Rusert-Kelly **Seconded:** Cam Hall

Ayes: Palmer, Moses, Hutchison, Rusert-Kelly, Brylski, Hall

Nays: none

Carried

Due to the Boards recent interest in changing banks Doyle surveyed 5 banks. Bank on Buffalo has the highest interest rate in addition to having the highest interest rate on collateralized accounts.

- Motion to add Bank on Buffalo to HIDA's Investment Policy

Moved: Andy Palmer **Seconded:** Jeff Brylski

Ayes: Palmer, Moses, Hutchison, Rusert-Kelly, Brylski, Hall

Nays: none

Carried

Recent legislation passed a bill requiring all HIDA's to live stream meeting beginning January 2020 and to keep all recordings for a period of 5 years, to the extent "practicable".

A discussion took place on the equipment needed for such recordings, what the ECIDA budgeted to cover this mandate with no additional funds from the government. Suggestions were made on how the HIDA could comply with the possibility of using U Tube or Facebook – however if either of these companies go out of business how would that affect storage of the recording for 5 years. We will continue to research different options over the next few months.

Board member Davis Podkulski, the representative for Frontier School District, may still be out for some time. In his absence Director Doyle has reached out to Pat Boyle and gave him updates on the projects specifically ones affecting the Frontier District.

- **Motion** to adjourn at 8:14am.

Moved: Cam Hall **Seconded:** Andy Palmer

Ayes: Palmer, Moses, Hutchison, Rusert-Kelly, Brylski, Hall

Nays: none

Carried

Sincerely,

A handwritten signature in black ink, appearing to read 'S. Doyle', written in a cursive style.

Sean Doyle, Executive Director