



**GCEDC Board Meeting**  
**Thursday, December 2, 2021**  
**Location: Innovation Zone & Electronically**  
**4:00 PM**

**GCEDC MINUTES**

**Attendance**

Board Members: C. Yunker, M. Clattenburg, P. Zelif (Video Conference), M. Gray, P. Battaglia, T. Bender (Video Conference), C. Kemp  
Staff: L. Farrell, M. Masse, J. Krencik, S. Hyde, C. Suozzi, P. Kennett, L. Casey  
Guests: R. Gaenzle (Video Conference) (Harris Beach), Arun Kulkarni (Video Conference) (Mega Properties)  
Absent:

**1.0 Call to Order**

P. Zelif called the meeting to order at 4:08 p.m. in the Innovation Zone and electronically.

**Presentation** – Arun Kulkarni provided an overview of the Mega Properties, Inc project. Mega Properties, Inc is proposing to purchase the former Aludyne (Chassix) building (147,000 sq ft) on Federal Drive in the town of Batavia.

Arun Kulkarni left the meeting at 4:18 p.m.

**1.1 Enter Executive Session**

C. Yunker made a motion to enter executive session under the Public Officers Law, Article 7, Open Meetings Law Section 105, at 4:19 p.m. for the following reasons:

1. The medical, financial, credit or employment history of a particular person or corporation, or matters leading to the appointment, employment, promotion, demotion, discipline, suspension, dismissal or removal of a particular person or corporation.

The motion was seconded by M. Gray and approved by all members present.

**1.2 Enter Public Session**

P. Battaglia made a motion to enter back into public session at 4:45 p.m., seconded by M. Gray and approved by all members present.

**2.0 Chairman's Report & Activities**

**2.1 Upcoming Meetings:**

**Next Scheduled Board Meeting: Thursday, December 16<sup>th</sup> at 4:00 p.m.**

Employment & Comp Committee Meeting: Thursday, December 16<sup>th</sup> at 3:00 p.m.

Audit & Finance Committee Meeting: Tuesday, January 11<sup>th</sup> at 8:30 a.m.

STAMP Committee Meeting: *Cancelled - Tuesday, January 11<sup>th</sup> at 10:30 a.m.; Rescheduled - Wednesday, January 12<sup>th</sup> at 8:00 a.m.*  
Board Meeting: Thursday, January 13<sup>th</sup> at 4 p.m.  
2022 Draft Meeting Schedule

**2.2 Agenda Additions / Deletions / Other Business** – Nothing at this time.

**2.3 Minutes: October 25, 2021**

**P. Battaglia made a motion to approve the October 25, 2021 minutes as presented; the motion was seconded by M. Clattenburg. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
T. Bender -	Yes (Video Conference)	P. Zeliff -	Yes (Video Conference)
M. Clattenburg -	Yes	M. Gray -	Yes
C. Kemp -	Yes		

**The item was approved as presented.**

### **3.0 Report of Management**

**3.1 A. Vanderhoof Acknowledgement** - P. Zeliff read the Proclamation for A. Vanderhoof's retirement from the Genesee County Economic Development Center's Board of Directors. The EDC and LDC Board of Directors applauded A. Vanderhoof for her years of dedicated service as a leader of economic development in Genesee County.

**3.2 Chandy Kemp-Genesee County Legislature-Appointed Board Member** – Chandy Kemp has been appointed to fill A. Vanderhoof's term on the GCEDC's Board of Directors.

**3.3 Mega Properties - Initial Resolution** - Mega Properties, Inc. is proposing to purchase the former Aludyne (Chassix) building (147,000 sq ft) on Federal Drive in the town of Batavia.

The project is investing \$8.5 million and is pledging to create 11 FTEs with an average salary range of \$30,000-\$80,000 annually plus benefits.

The project is seeking assistance from the GCEDC in the form of a property tax abatement (\$483,847), a sales tax abatement (\$60,000), and a mortgage tax exemption (\$60,000).

Resolution No. 12/2021 - 01

RESOLUTION OF THE GENESEE COUNTY INDUSTRIAL DEVELOPMENT AGENCY D/B/A GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER (THE "AGENCY") (i) ACCEPTING AN APPLICATION WITH RESPECT TO A CERTAIN PROJECT FOR THE BENEFIT OF MEGA PROPERTIES, INC., (ii) AUTHORIZING A PUBLIC HEARING WITH RESPECT TO THE PROJECT, AND (iii) DESCRIBING THE FORMS OF FINANCIAL ASSISTANCE BEING CONTEMPLATED BY THE AGENCY WITH RESPECT TO THE PROJECT.

**C. Yunker made a motion to accept the Initial Resolution #12/2021-01 as presented; the motion was seconded by P. Battaglia. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
T. Bender -	Yes (Video Conference)	P. Zelif -	Yes (Video Conference)
M. Clattenburg -	Yes	M. Gray -	Yes
C. Kemp -	Yes		

**The item was approved as presented.**

**3.4 Valiant Real Estate/NY Bus Sales- Final Resolution-** Valiant Real Estate USA, Inc. is proposing to build a new 20,000 sq. ft. facility on the corner of Saile Dr and Call Parkway in the town of Batavia.

The project is investing \$4.5 million and is pledging to create 24 FTEs with an average salary range of \$30,000-\$75,000 annually plus benefits.

The project is seeking assistance from the GCEDC in the form of a property tax abatement (\$160,320) (standard 60% abatement over 10 years), a sales tax abatement (\$224,800), and a mortgage tax exemption (\$45,000).

A public hearing was held on October 5, 2021. No written or oral comments were received.

See the Statement of Compliance of Project Criteria Listed in the Uniform Tax Exemption Policy (UTEP), attached to the minutes for additional Project details and Board approvals.

#### Resolution No. 12/2021 - 02

RESOLUTION OF THE GENESEE COUNTY INDUSTRIAL DEVELOPMENT AGENCY D/B/A GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER (THE "AGENCY") (i) ACKNOWLEDGING THE PUBLIC HEARING HELD BY THE AGENCY ON OCTOBER 5, 2021, WITH RESPECT TO THE VALIANT REAL ESTATE USA INC. (THE "COMPANY") PROJECT (THE "PROJECT"); (ii) MAKING A DETERMINATION WITH RESPECT TO THE PROJECT PURSUANT TO SEQRA; (iii) APPOINTING THE COMPANY AS AGENT OF THE AGENCY; (iv) AUTHORIZING FINANCIAL ASSISTANCE TO THE COMPANY IN THE FORM OF (A) A SALES AND USE TAX EXEMPTION FOR PURCHASES AND RENTALS RELATED TO THE ACQUISITION, CONSTRUCTION, RECONSTRUCTION, RENOVATION AND EQUIPPING OF THE PROJECT, (B) A REAL PROPERTY TAX ABATEMENT STRUCTURED THROUGH A TAX AGREEMENT AND (C) A MORTGAGE RECORDING TAX EXEMPTION AS AUTHORIZED BY THE LAWS OF THE STATE OF NEW YORK; AND (v) AUTHORIZING THE NEGOTIATION, EXECUTION AND DELIVERY OF A PROJECT AGREEMENT, LEASE AGREEMENT, LEASEBACK AGREEMENT, TAX AGREEMENT, MORTGAGE AND RELATED DOCUMENTS WITH RESPECT TO THE PROJECT.

**P. Battaglia made a motion to accept final resolution #12/2021-02, authorizing incentives as presented; the motion was seconded by M. Gray. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
T. Bender -	Yes (Video Conference)	P. Zeliff -	Yes (Video Conference)
M. Clattenburg -	Yes	M. Gray -	Yes
C. Kemp -	Yes		

**The item was approved as presented.**

#### **4.0 Audit & Finance Committee**

**4.1 October 2021 Financial Statements** - L. Farrell reviewed the October 2021 financial statements with the Board. The following was noted:

- Unrestricted cash increased. We collected an origination fee from Plug Power and we closed on the land sale at STAMP to Plug Power, resulting in an increase of about \$5M in unrestricted cash.
- Restricted cash increased. We received a \$9M deposit from ESD into the imprest account related to the \$33M STAMP grant. Unearned revenue increased as well. Revenue is recognized as qualifying expenditures are made.
- The P&L reflects that same activity discussed for the balance sheet.
- Cost of land sales is a combination of the actual closing costs related to the Plug Power land sale and writing off the land from the balance sheet.
- L. Farrell and M. Masse are working on a detailed analysis of costs per acre for developable and non-developable land at STAMP.

The financial statements were reviewed in detail by the Committee and are recommended for approval.

**M. Gray made a motion to approve the October 2021 Financial Statements as presented; the motion was seconded by C. Yunker. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
T. Bender -	Yes (Video Conference)	P. Zeliff -	Yes (Video Conference)
M. Clattenburg -	Yes	M. Gray -	Yes
C. Kemp -	Yes		

**The item was approved as presented.**

**4.2 Cleaning Services-** During 2019, staff reached out to four cleaning companies to obtain quotes for 2020 cleaning services. Commercial Cleaning Services of Western New York (CCS), the company that was currently being used, continued to offer a competitive price and we continue to be satisfied with the services. New quotes were not obtained for 2021 or 2022 services. We anticipate getting quotes for cleaning services every three years.

Fund Commitment: Up to \$5,500, included in the 2022 GCEDC Budget.

This was recommended for approval by the Committee.

**M. Gray made a motion to approve 2022 Cleaning Services with CCS, not to exceed \$5,500; the motion was seconded by P. Battaglia. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
T. Bender -	Yes (Video Conference)	P. Zelif -	Yes (Video Conference)
M. Clattenburg -	Yes	M. Gray -	Yes
C. Kemp -	Yes		

**The item was approved as presented.**

**4.3 Insurance Renewal** - J. Teresi from Tompkins Insurance made a presentation at the Audit & Finance Committee meeting held on November 30. To summarize, Tompkins went out to market for the Agency's 2022 insurance renewal. Fourteen insurance companies were approached but they were unable to find another carrier that was able to meet the GCEDC & GGLDC's needs at an affordable rate. Selective continues to be the best carrier for the Agency's insurance needs. The premium increased by about 4%.

The total premium proposed by Selective is within the amounts included in the EDC and LDC budgets. The cost is allocated between both entities.

This was recommended for approval by the Committee.

**M. Gray made a motion to approve the 2022 Insurance Renewal with Selective as presented; the motion was seconded by M. Clattenburg. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
T. Bender -	Yes (Video Conference)	P. Zelif -	Yes (Video Conference)
M. Clattenburg -	Yes	M. Gray -	Yes
C. Kemp -	Yes		

**The item was approved as presented.**

**4.4 County Mowing Contract**- The GCEDC received a proposal for mowing of the stormwater pond at STAMP for 2022. This is included in the 2022 GCEDC budget as presented to the Committee at our previous meeting.

Fund commitment: \$700 from operational funds of STAMP. This amount was included in the 2022 GCEDC budget that was reviewed by the Board previously.

This was recommended for approval by the Committee.

**M. Gray made a motion to approve the County Mowing Contract as presented; the motion was seconded by P. Battaglia. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
T. Bender -	Yes (Video Conference)	P. Zelif -	Yes (Video Conference)
M. Clattenburg -	Yes	M. Gray -	Yes
C. Kemp -	Yes		

**The item was approved as presented.**

**4.5 e3Communications Contract-** e3communications is a professional media and public relations firm/consultant that works with the GCEDC to provide strategic public relations counsel regarding organizational messaging as projects and issues develop, as well as coordination and execution of special events, media relations, promotional materials and social media programming to support the GCEDC's corporate attraction, expansion and retention missions; as well as the GCEDC's workforce and entrepreneurial missions.

In 2021, e3communications directly assisted with the launch and coordinated media for the county's Economic Development Recovery Task Force and GCEDC project announcements, as well as positive media related to the Downtown Revitalization Initiative, project groundbreakings, the GCEDC's shovel-ready sites, and workforce development projects.

Fund Commitment: A renewal of services for the January 1, 2022 to December 31, 2022 period at \$1,800 per month. This is an increase of \$125 per month, as services were previously \$1,675 per month in 2021. This expenditure is anticipated and contained in the 2022 GCEDC Operations/Marketing budget.

The increase in cost is due to an increase in anticipated hours and travel with increased activity by the Agency.

This was recommended for approval by the Committee.

**M. Gray made a motion to approve the 2022 e3communications contract not to exceed \$21,600; the motion was seconded by M. Clattenburg. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
T. Bender -	Yes (Video Conference)	P. Zeliff -	Yes (Video Conference)
M. Clattenburg -	Yes	M. Gray -	Yes
C. Kemp -	Yes		

**The item was approved as presented.**

**4.6 Greater Rochester Enterprise Contract-** Greater Rochester Enterprise (GRE) is our regional economic development organization supported by a team of private and public-sector leaders dedicated to improving economic performance in Genesee County as part of a nine-county region in the Finger Lakes Region.

GRE's primary goals are to retain and expand existing business and to professionally market the region as a competitive, vibrant and high-profile place for business location and growth. To support business attraction, expansion, entrepreneurship and innovation, GRE collaborates with local businesses, universities, not-for-profit organizations and government leaders to deliver a unified response to regional economic development opportunities.

GRE also actively markets our region to talented professionals that are sought by companies in Genesee County and those that are pursuing projects at our major industrial parks.

The funding requested to support GRE's mission enables the GCEDC to fully access all of GRE's sales and marketing talent and assets, receive advocacy on behalf of our agency for all our parks, as well as an

executive board seat that allows Steve Hyde to serve on GRE's Board of Directors and on their Governance Committee.

GRE staff have shown a tireless commitment to supporting and advocacy for our economic development goals and strategies particularly as it relates to STAMP. Notably, the GRE provides strategy development and advocacy that advanced STAMP as a regional priority both in the Finger Lakes Regional Economic Development Council and at the highest levels of New York State Government.

GRE staff work alongside GCEDC in our efforts to grow our economy and opportunities for rewarding careers for our active workforce and young people. This includes the successful development of Project Gateway's \$232 million project at STAMP and numerous projects actively conducting due diligence for substantial investments in Genesee County.

Fund Commitment: An investment renewal of \$50,000 for continued marketing and business development support for one year. This investment cost was anticipated and contained in the 2022 budget.

This was recommended for approval by the Committee.

**M. Gray made a motion to approve the 2022 Greater Rochester Enterprise Contract, not to exceed \$50,000; the motion was seconded by T. Bender. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
T. Bender -	Yes (Video Conference)	P. Zelif -	Yes (Video Conference)
M. Clattenburg -	Yes	M. Gray -	Yes
C. Kemp -	Yes		

**The item was approved as presented.**

**4.7 Invest Buffalo Niagara Contract—** Invest Buffalo Niagara (InBN) is our non-profit regional economic development organization supported by a team of private and public-sector leaders dedicated to improving economic performance in Genesee County as part of an eight-county region in Western New York.

InBN's primary goals are to retain and expand existing business and to professionally market the region as a competitive, vibrant and high-profile place for business location and growth. To support business attraction, expansion, entrepreneurship and innovation, InBN collaborates with local businesses, universities, not-for-profit organizations and government leaders to deliver a unified response to regional economic development opportunities.

InBN also actively markets our region to talented professionals that are sought by companies in Genesee County and those that are pursuing projects at our major industrial parks.

The funding requested to support InBN is an integral partner in our sales/marketing efforts for the attraction of new companies and talent to our community, and advocacy in Western New York for Genesee County, the GCEDC, and the WNY STAMP Mega Site. The GCEDC's support includes a position on InBN's board of directors, influencing regional strategy aligned with our goals in Genesee County.

InBN staff have shown a tireless commitment to supporting and advocacy for our economic development goals and strategies particularly as it relates to STAMP.

InBN staff work alongside GCEDC in our efforts to grow our economy and opportunities for rewarding careers for our active workforce and young people. This includes the successful development of Project Gateway's \$232 million project at STAMP and numerous projects actively conducting due diligence for substantial investments in Genesee County.

Fund Commitment: An investment renewal of \$25,000 for continued marketing and business development support for one year. This investment cost was anticipated and contained in the 2022 budget.

This was recommended for approval by the Committee.

**M. Gray made a motion to approve the 2022 Invest Buffalo Niagara Contract not to exceed \$25,000; the motion was seconded by C. Yunker. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
T. Bender -	Yes (Video Conference)	P. Zelif -	Yes (Video Conference)
M. Clattenburg -	Yes	M. Gray -	Yes
C. Kemp -	Yes		

**The item was approved as presented.**

#### **5.0 Governance & Nominating Committee – C. Yunker**

**5.1 Nothing at this time.**

#### **6.0 STAMP Committee – P. Zelif**

**6.1 Visual Impact Study-** In conjunction with the March 2021 Letter of Resolution between NYSDEC, SHPO and the GCEDC, any project at STAMP that requires a discharge permit for stormwater from NYSDEC must complete an assessment of potential impacts to the Nation's Territory. This proposal will be to prepare a visual assessment for the power line re-reroute as well as a potential manufacturing facility. This will include photo simulations along with line-of-sight profiles.

1. CPL - \$11,500
2. Saratoga Associates - \$5,708

Fund Commitment: \$5,708 from the \$33 million.

This was recommended for approval by the Committee.

**P. Zelif made a motion to approve the Visual Impact Study to Saratoga Associates not to exceed \$5,708; the motion was seconded by C. Yunker. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
T. Bender -	Yes (Video Conference)	P. Zelif -	Yes (Video Conference)
M. Clattenburg -	Yes	M. Gray -	Yes
C. Kemp -	Yes		



**The item was approved as presented.**

**6.2 Underground Tank Remediation-** During the site work that Plug Power has undertaken at the STAMP site they came upon a previously unknown underground 300-gallon fuel tank. This tank was not identified on the Phase 1 Environmental Site Assessment that the GCEDC had performed prior to acquisition. Plug has sent over the change order with their contractor that shows a cost of \$6,309.50.

Fund Commitment: \$6,309.50 from operations, including land lease revenue received for STAMP for 2021.

This was recommended for approval by the Committee.

**P. Zelif made a motion to approve the Underground Tank Remediation payment to Plug Power (or affiliate) not to exceed \$6,309.50; the motion was seconded by T. Bender. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
T. Bender -	Yes (Video Conference)	P. Zelif -	Yes (Video Conference)
M. Clattenburg -	Yes	M. Gray -	Yes
C. Kemp -	Yes		

**The item was approved as presented.**

**6.3 National Grid Marshalling Yard Agreement-** In connection with National Grid's re-route of the existing power line on the STAMP site they are looking to utilize up to five acres of land owned by the GCEDC as a marshalling yard for their equipment and materials.

Fund Commitment: None.

This was recommended for approval by the Committee.

**P. Zelif made a motion to approve the National Grid Marshalling Yard Agreement as presented; the motion was seconded by C. Yunker. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
T. Bender -	Yes (Video Conference)	P. Zelif -	Yes (Video Conference)
M. Clattenburg -	Yes	M. Gray -	Yes
C. Kemp -	Yes		

**The item was approved as presented.**

**6.4 Reimbursement Agreement with the Town of Shelby-** The Town of Shelby has a proposal from their engineering firm, Wendel Companies, to provide a peer review of the engineering and planning efforts regarding the direct discharge into Oak Orchard Creek from the STAMP site.

Fund Commitment: Not to exceed \$5,000 to be covered under the \$8 million.

This was recommended for approval by the Committee.

**P. Zelif made a motion to approve the Reimbursement Agreement with the Town of Shelby not to exceed \$5,000; the motion was seconded by T. Bender. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
T. Bender -	Yes (Video Conference)	P. Zelif -	Yes (Video Conference)
M. Clattenburg -	Yes	M. Gray -	Yes
C. Kemp -	Yes		

**The item was approved as presented.**

**6.5 Approval of Easement Agreement & Payment-** In conjunction with the installation of the force main from the STAMP site to the direct discharge point at Oak Orchard Creek, there are several easements needed. Based on a compensation model, the following payments are needed for three easements:

1. Permanent Easement 2 - \$500
2. Permanent Easement 5 - \$850
3. Permanent Easement 1 and Temporary Easement 4 for a total of \$1,125

Fund Commitment: \$2,475 from the \$33 million.

This was recommended for approval by the Committee.

**P. Zelif made a motion to approve the Easement Agreements & Payment as presented; the motion was seconded by M. Clattenburg. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
T. Bender -	Yes (Video Conference)	P. Zelif -	Yes (Video Conference)
M. Clattenburg -	Yes	M. Gray -	Yes
C. Kemp -	Yes		

**The item was approved as presented.**

**6.6 Consultant for Evaluation of Traditional Cultural Property (TCP) Issues-** As part of the STAMP development and the neighboring Tonawanda Seneca Nation, in accordance with Section 106 for the wetland permits, the GCEDC is working with the Tonawanda Seneca Nation on an assessment of the TCP potentials as it relates to the criteria for eligibility of listing on the National Historic Register. KTA Preservation Specialists has prepared a proposal to prepare an assessment of any potential impacts to the Nation from the power line re-route project on the STAMP site.

Fund commitment: Not to exceed \$1,440, included in the \$33 million, under the regulatory, industry and permitting support budget line item.

This was recommended for approval by the Committee.

**P. Zelif made a motion to approve the Consultant Evaluation of Traditional Cultural Property (TCP) Issues with KTA Preservation Specialists not to exceed \$1,440; the motion was seconded by C. Yunker. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
T. Bender -	Yes (Video Conference)	P. Zelif -	Yes (Video Conference)
M. Clattenburg -	Yes	M. Gray -	Yes
C. Kemp -	Yes		

**The item was approved as presented.**

**6.7 e3communications STAMP Contract-** e3communications, a professional media and public relations firm/ consultant supports the Genesee County Economic Development Center's STAMP project through active stakeholder public relations services. In 2021, assistance supported all levels of STAMP planning, sales and marketing, notably services in support of the Plug Power project's announcement and related activities.

e3communications also maintains and expands dedicated social media channels to promote and market WNY STAMP to various audiences, including those in economic development, workforce and higher education among others. This content also supports the GCEDC's sales and marketing activities for the STAMP site, including directly with active sales leads.

Fund Commitment: \$24,000 fund commitment. Funding is available and budgeted in the 2021 GCEDC Operations/Marketing budget and maintains costs at previous levels. National Grid has provided grant reimbursements of 25% of services in 2021 and a National Grid grant has been requested to reimburse the agency for 25% of the contract amount in 2022.

This was recommended for approval by the Committee.

**P. Zelif made a motion to approve the 2022 e3communications STAMP Contract not to exceed \$24,000; the motion was seconded by M. Clattenburg. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
T. Bender -	Yes (Video Conference)	P. Zelif -	Yes (Video Conference)
M. Clattenburg -	Yes	M. Gray -	Yes
C. Kemp -	Yes		

**The item was approved as presented.**

#### **7.0 Employment & Compensation – T. Bender**

**7.1 Nothing at this time.**

#### **8.0 Housing Committee – P. Battaglia**

**8.1 Nothing at this time.**

#### **9.0 Other Business**

**9.1 Nothing at this time.**

#### **10.0 Adjournment**

As there was no further business, P. Battaglia made a motion to adjourn at 5:14 p.m., which was seconded by M. Gray and passed unanimously.



**Genesee  
County  
Economic  
Development  
Center**

**Project Name: Valiant Real Estate USA, Inc. (NY Bus Sales)**

**Board Meeting Date: September 9, 2021**

## **STATEMENT OF COMPLIANCE OF PROJECT CRITERIA LISTED IN UNIFORM TAX EXEMPTION POLICY (UTEP)**

**PROJECT DESCRIPTION:**

Valiant Real Estate USA, Inc. is proposing to build a new 20,000 sq. ft. facility on the corner of Saile Dr and Call Parkway in the town of Batavia.

The project is investing \$4.5 million and is pledging to create 24 FTEs with an average salary range of \$30,000-\$75,000 annually plus benefits.

The project is seeking assistance from the GCEDC in the form of a property tax abatement (\$160,320), a sales tax abatement (\$224,800), and a mortgage tax exemption (\$45,000).

**Criteria #1** – The Project pledges to create and/or retain quality, good paying jobs in Genesee County.

**Project details:** The project will create 24 FTEs with an average salary range \$30,000-\$75,000 annually + benefits

**Board Discussion: None.**

**C. Yunker made a motion to concur with Criteria #1; the motion was seconded by P. Battaglia.**

**Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
T. Bender -	Yes (Video Conference)	P. Zeliff -	Yes (Video Conference)
M. Clattenburg -	Yes	M. Gray -	Absent
C. Kemp -	Yes		

**The item was approved as presented.**

**Board Concurrence:**  YES  NO **If no, state justification:**

**Criteria #2-** Completion of the Project will enhance the long -term tax base and/or make a significant capital investment.

**Project details:** The project will enhance long term tax base with an investment of \$4,500,000 and build a 20,000-sf facility.

**Board Discussion: None.**

**P. Battaglia made a motion to concur with Criteria #2; the motion was seconded by M. Clattenburg. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
T. Bender -	Yes (Video Conference)	P. Zelif -	Yes (Video Conference)
M. Clattenburg -	Yes	M. Gray -	Absent
C. Kemp -	Yes		

**The item was approved as presented.**

**Board Concurrence:**  **YES**  **NO** If no, state justification:

**Criteria #3-** The Project will contribute towards creating a "livable community" by providing a valuable product or service that is underserved in Genesee County.

**Project details:** N/A

**Board Discussion:** None.

**Criteria #4:** The Board will review the Agency's Fiscal and Economic Impact analysis of the Project to determine if the Project will have a meaningful and positive impact on Genesee County. This calculation will include the estimated value of any tax exemptions to be provided along with the estimated additional sources of revenue for municipalities and school districts that the proposed project may provide.

**Project details:** For every \$1 of public benefit the company is investing \$50 into the local economy

**Board Discussion:** None.

**T. Bender made a motion to concur with Criteria #4; the motion was seconded by C. Yunker. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
T. Bender -	Yes (Video Conference)	P. Zelif -	Yes (Video Conference)
M. Clattenburg -	Yes	M. Gray -	Absent
C. Kemp -	Yes		

**The item was approved as presented.**

**Board Concurrence:**  **YES**  **NO** If no, state justification:

**Criteria #5:** The Project is included in one of the Agency's strategic industries: Agri-Business and Food Processing, Manufacturing, Advanced Manufacturing and Nano-Enabled Manufacturing, Life Sciences and Medical Device.

**Project details:** N/A

**Board Discussion:** None.

**Criteria #6:** The Project will give a reasonable estimated timeline for the completion of the proposed project.

**Project details:** The project is planning to begin construction in Fall of 2021 and be operational by end of 2022.

**Board Discussion:** None.

**M. Clattenburg made a motion to concur with Criteria #6; the motion was seconded by C. Yunker. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
T. Bender -	Yes (Video Conference)	P. Zelif -	Yes (Video Conference)
M. Clattenburg -	Yes	M. Gray -	Absent
C. Kemp -	Yes		

**The item was approved as presented.**

**Board Concurrence:**  YES  NO If no, state justification: