

TOWN OF LANCASTER
INDUSTRIAL DEVELOPMENT AGENCY
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**MEETING MINUTES
REGULAR MEETING OF
LANCASTER INDUSTRIAL DEVELOPMENT AGENCY**

TUESDAY, AUGUST 10, 2021 AT 8:30 AM

**HELD AT
LANCASTER TOWN HALL
21 CENTRAL AVENUE, LANCASTER, NY 14086**

Call the meeting to order by Chair Ruffino at 8:30 am

Roll Call Present: Member Fialkiewicz
Member Hoffman
Member Cipolla
Member Jerge
Member Rudz
Chair Ruffino
Excused: Member Visone
Absent: None
Also present: Jennifer Strong, Transactional Counsel
Pamela CuvIELLO, Chief Financial Officer
Paul Leone, Consultant

REGULAR MEETING

Presentation of Minutes from July 13, 2021 meeting: Motion by Member Hoffman and seconded by Member Cipolla and unanimously approved.

Member Fialkiewicz	Voted Yes
Member Hoffman	Voted Yes
Member Visone	Excused
Member Cipolla	Voted Yes
Member Jerge	Voted Yes
Member Rudz	Voted Yes
Chair Ruffino	Voted Yes

Motion carried.

Presentation of Financial Report for the period from July 13, 2021 to August 10, 2021.

Motion by Member Fialkiewicz seconded by Member Rudz to accept the financial report and unanimously approved.

Member Fialkiewicz	Voted Yes
Member Hoffman	Voted Yes
Member Visone	Excused
Member Cipolla	Voted Yes
Member Jerge	Voted Yes
Member Rudz	Voted Yes
Chair Ruffino	Voted Yes

Motion carried.

New Business:

Resolutions:

Resolution for Pavement Road Storage, LLC.

Motion by Chair Ruffino and seconded by Member Jerge to accept as presented.

Member Fialkiewicz	Voted Yes
Member Hoffman	Voted Yes
Member Visone	Excused
Member Cipolla	Voted Yes
Member Jerge	Voted Yes
Member Rudz	Voted Yes
Chair Ruffino	Voted Yes

Motion carried.

Resolution for 6 month extension of Derrick Corp. Inducement

Motion by Chair Ruffino and seconded by Member Hoffman to accept as presented.

Member Fialkiewicz	Voted Yes
Member Hoffman	Voted Yes

Member Visone	Excused
Member Cipolla	Voted Yes
Member Jerge	Voted Yes
Member Rudz	Voted Yes
Chair Ruffino	Voted Yes

Motion carried.

Resolution for 6 month extension of Salvatore’s Inducement

Motion by Chair Ruffino and seconded by Member Fialkiewicz to accept as presented.

Member Fialkiewicz	Voted Yes
Member Hoffman	Voted Yes
Member Visone	Excused
Member Cipolla	Voted Yes
Member Jerge	Abstain
Member Rudz	Voted Yes
Chair Ruffino	Voted Yes

Motion carried.

OLD BUSINESS:

Chair Ruffino reviewed the Project Spreadsheet.

Glauber Equipment and Advanced Thermal have not been completed and the reason that Richard Grimm gives is that the applicant’s attorneys are not responding. These projects will be turned over to Jennifer Strong next month if not completed.

Premier Dog Sports & Event Center opened with a ribbon cutting last week. This project is a great example of a business that creates jobs and attracts customers to this venue and other businesses in the area. This project is the only one of its kind in NYS.

Brazen Brewery is under construction and will be returning to the September LIDA meeting for a revised inducement due to the increased construction costs.

Bliss will have a meeting on August 19th to discuss a possible second application for the hotel on Transit Road.

Kulback's Construction has 100 acres on Cemetery Road and may be on the September LIDA agenda for inducement of development.

Chair Ruffino held a pre-application meeting with Good Earth regarding expanding on the property. It was verified that he is zoned properly to continue conducting business.

Tops has accepted an LIDA agreement and will be on the September LIDA agenda.

Build WNY is a listing of construction projects and businesses coming to WNY by Business First and many developers, businesses and investors review the yearly edition throughout the year.

Chair Ruffino is a new member of the Uniform Tax Exempt Committee.

Attorney client privilege session

Motion by Member Fialkiewicz to enter into an Attorney Client Privilege session.

Seconded by Member Cipolla at 9:00a.m.

Member Fialkiewicz	Voted Yes
Member Hoffman	Voted Yes
Member Visone	Excused
Member Cipolla	Voted Yes
Member Jerge	Voted Yes
Member Rudz	Voted Yes
Chair Ruffino	Voted Yes

Motion carried.

Entered into session:

- Member Fialkiewicz
- Member Hoffman
- Member Cipolla
- Member Jerge
- Member Rudz
- Chair Ruffino
- Jennifer Strong, Counsel
- Paul Leone, Consultant

No Action taken in session.

Motion made by Member Jerge to close Attorney Client Privilege session.

Seconded by Member Cipolla at 9:13 a.m.

Member Fialkiewicz	Voted Yes
Member Hoffman	Voted Yes
Member Visone	Excused
Member Cipolla	Voted Yes
Member Jerge	Voted Yes
Member Rudz	Voted Yes
Chair Ruffino	Voted Yes

Motion carried.

NEXT LIDA MEETING – September 14, 2021 AT 8:30 AM

ADJOURNMENT - Motion made by Member Hoffman and seconded by Member Rudz to adjourn the meeting at 9:14 a.m.

Member Fialkiewicz	Voted Yes
Member Hoffman	Voted Yes
Member Visone	Excused
Member Cipolla	Voted Yes
Member Jerge	Voted Yes
Member Rudz	Voted Yes
Chair Ruffino	Voted Yes

Motion carried.

Lancaster Industrial Development Agency
 Budget & Financial Plan
 Fiscal Year Ending December 31, 2021

	Last Year (Actual) 2020	Adopted Budget 2021	Current Year To Date 2021	Projected 2022	Projected 2023	Projected 2024	Projected 2025
Estimated Revenues							
Operating Revenues:							
Project Application Fees, Agency Fees	83,926	102,500	34,163	50,000	55,000	57,000	60,000
Interest on Loans	0	0	0	0	0	0	0
Total Operating Revenues	83,926	102,500	34,163	50,000	55,000	57,000	60,000
Non-Operating Revenues:							
Earnings on Investments	20,793	4,200	147	5,000	5,100	5,250	5,400
Other Non-Operating Revenue	0	0	0	0	0	0	0
Total Non-Operating Revenue	20,793	4,200	147	5,000	5,100	5,250	5,400
Total Estimated Revenues	104,718	106,700	34,309	55,000	60,100	62,250	65,400

	30,000	30,000	0	30,000	30,000	30,000	30,000	30,000
Estimated Expenses								
Administrative/Secretarial Support - Town of Lancaster	30,000	30,000	0	30,000	30,000	30,000	30,000	30,000
Secretarial services	7,500	5,000	0	7,500	7,500	7,500	7,500	7,500
Secretarial services - Payroll Taxes & Expenses	1,783	1,000	0	1,850	1,850	1,850	1,850	1,850
Grants-in-Aid/Community Enhancement/Donations	0	0	0	0	0	0	0	0
Chief Financial Officer - Salary	7,500	5,000	0	7,500	7,500	7,500	7,500	7,500
Chief Financial Officer - Payroll Taxes & Expenses	1,783	1,000	0	1,850	1,850	1,850	1,850	1,850
Consultant Fees - Leone	30,000	30,000	0	30,000	30,000	30,000	30,000	30,000
Administration of PILOT agreements	6,000	5,000	0	6,000	6,000	6,000	6,000	6,000
Administration of PILOT agreements - Payroll Tax & Exp.	1,409	1,000	0	1,500	1,500	1,500	1,500	1,500
Professional Services - Masiello et al	6,000	0	0	0	0	0	0	0
Professional Services - other - Implan	1,250	1,500	1,150	1,500	1,500	1,500	1,500	1,500
Insurance	0	1,000	0	1,000	1,000	1,000	1,000	1,000
Accounting/Audit Fees	7,800	7,900	8,300	8,500	8,500	8,700	8,700	8,700
Legal Fees	1,938	10,000	1,600	5,000	5,000	5,000	5,000	5,000
Printing & Advertising (split out below for 2010 & forward)	442	500	0	0	0	0	0	0
Legal Notices	460	500	173	500	500	500	500	500
Advertising	1,154	2,000	0	5,000	5,000	5,000	5,000	5,000
Miscellaneous	1,400	2,000	1,400	2,000	2,000	2,000	2,000	2,000
Internet/Website expenses	106,419	103,400	28,623	110,200	110,200	110,400	110,400	110,400
Total Estimated Expenses	(1,701)	3,300	5,686	(55,200)	(50,100)	(48,150)	(45,000)	
Excess of Estimated Revenues Over/(Under) Expenses								

Date	Project Name	Details	Stage	Contact
3/1/19	Advanced Technology Lancaster Village Center	9K sq. ft. addition totaling \$1.1 million 62K sq. ft. facility on 2.5 acres totaling \$6.5 million Sales tax only on an addition to store	Pending closure - with Grimm Phase 1 under construction - 40% complete as foundation is just about completed	Dave Baumler Tom Sweeney
1/13/20	Glauber Equipment	Sales tax only on an addition to store equipment	Pending closure - with Grimm	P.J. Glauber
2/1/20	Dog Training Facility	26K sq. ft. facility on 5 acres in Lancaster Parkway totaling \$2.1 million	Completed - Ribbon cutting ceremony was 7/30/21	Dan and Michelle Gordon
3/1/20	AC Power	Solar farm off Gunville	Pending closure - with Strong	Andrea Debernardis
3/9/20	Derrick Corporation	270K sq. ft. manufacturing warehouse on 70 acres at Walker Winter Parkway totaling \$17 million	Under construction - Foundation completed, steel erection is in progress, 50% completed	Dan Ronan/Gary Tytka/Jim Churchill (architect)
6/30/20	United Silicone		Information Only	Joe Fisher
7/5/20	Brazen Brewery LLC	6K sq. ft. building on 2.3 acres on Genessee Street totaling \$925K 50K sq. ft. building at Genessee + Gunville and now investigating property next to TOPS warehouse	Under construction - 15% completed as footers have been poured	Herb Schaub/Drew Schaub
8/25/20	Pallet Services		Waiting (Site negotiation)	Don Matre/ Ron Matre/Dan O'Leary
9/1/20	Lakeshore Primary Care Associates	Sales tax only on a renovation project of 2nd and 3rd floor building at 571 Terrace Boulevard totaling \$1.2M	Under construction - 90% complete, ribbon cutting scheduled for August 18th	Kristin Robillard
10/29/20	Chakra/Print Solutions	Enhancing existing facility	Information Only	Joe Griffin/James Hall
10/29/20	Volta/Viridi Parente		Information Only	Dennis Eisenbeck/Jon Williams
11/5/20	Bliss Project	165K sq. ft. hotel on 3.27 acres on Freeman Boulevard totaling \$16 million	Waiting (Application)	Paul Bliss/Rob Cavallari/Steve Bengart (atty)/Sean Hopkins (atty)
12/2/20	KSL Biomedical/KSL Diagnostics	Not looking at E+E property on Pleasant View Drive anymore	Information Only	Kevin Grupp (Business Development Manager)
12/2/20	Tide/Zoeller Tile Corporation	Purchasing land on Genessee to build a warehouse, a show room and a new office. Early stages on expansion on 4304 Walden Avenue - Manufacturing (Canada restrictions on travel to US)	Information Only	Patty Collins (Reactor), Kent Randle (President)
1/8/21	Innovative Solutions Grouping		Information Only	Bruce Whitehouse

3/1/21	Kulback's Construction	Discussing putting up a warehouse on Pavement Road		Neg Dec SEQR adopted by Town Board on July 19th, on today's agenda	Dave Kulbacki	
3/1/21	Noco	Discussing solar farms	Information Only		Jim Dentinger	
6/14/21	Kulbacki Project	Working Knowledge cabling & Communication Services		Information Only	Deny Adelman	
6/16/21	Kulback's Construction	Cemetery Road Project	Information Only		Tom Barrett	
7/15/21	Good Earth	Additional building - TBD	Information Only		Gunther Burkhardt	
7/21/21	Tops	Extension of inducement		Application received - Will be on September's agenda	Debi DiMartino	
	Information Only					
	Waiting					
	Application Received					
	Under Construction					
	Pending closure					
	Completed					