



Buffalo and Erie County Industrial Land Development Corporation  
Board of Directors Meeting  
July 22, 2020  
@ 12:30 p.m.

**Via Conference Call and Meeting is being Livestreamed**

- 1.0 Call to Order**
- 2.0 Approval of Minutes**
  - 2.1 Approval of the May 27, 2020 minutes of the Board of Directors (Action Item) (Pages 2-3)
- 3.0 Reports / Action Items / Information Items:**
  - 3.1 Financial Report (Informational Item) (Pages 4-7)
  - 3.2 Approval of Amended Resolution to Submit Grant Application to U.S. EDA for the Bethlehem Steel Infrastructure Redevelopment Project (Action Item) (Pages 8-11)
  - 3.3 Water Tower Project at the Angola Ag Park Site (Informational) (Pages 12-14)
- 4.0 Management Team Report:**
  - 4.1 Erie County Micro Loan Program (Informational)
- 5.0 Adjournment - Next Meeting August 26, 2020 at 1:00 p.m.**

**MINUTES OF THE MEETING  
OF THE BOARD OF DIRECTORS  
OF THE  
BUFFALO AND ERIE COUNTY  
INDUSTRIAL LAND DEVELOPMENT CORPORATION  
(ILDC)**

**DATE AND PLACE:** May 27, 2020, at 1:00 p.m., held via telephone conference. Governor Cuomo’s Executive Order 202.1, as amended, issued in response to the Coronavirus (COVID-19) crisis, suspended Article 7 of the Public Officers Law to the extent necessary to permit any public body to take actions without permitting in public in-person access to such meetings and authorized such meetings to be held remotely by conference call or other similar service, provided the public has the ability to view or listen to such proceedings and that the meeting is recorded and transcribed.

**LIVE STREAMED:** This Board meeting is being live-streamed and made accessible on the Erie County Industrial Development Agency website at [www.ecidany.com](http://www.ecidany.com).

**PRESENT:** Hon. April Baskin, Hon. Byron W. Brown, Hon. Howard Johnson, Richard Lipsitz, Jr., Hon. Mark C. Poloncarz and Maria Whyte

**EXCUSED:** Denise Abbott

**OTHERS PRESENT:** John Cappellino, Executive Vice President; Mollie Profic, Chief Financial Officer; Atiqah Abidi, Assistant Treasurer; Karen M. Fiala, Assistant Treasurer/Secretary; Lori Szewczyk, Director of Grants; Brian Krygier, Systems Analyst; Carrie Hocienec, Administrative Assistant; and Robert G. Murray, Esq., General Counsel/Harris Beach PLLC

**GUESTS:** Andrew Federick, Erie County Senior Economic Development Specialist

There being a quorum present at 12:34 p.m., the Meeting of the Board of Directors of the Buffalo and Erie County Industrial Land Development Corporation was called to order by its Chair, Mr. Poloncarz.

**MINUTES**

Upon motion made by Mr. Brown and seconded by Mr. Johnson, and upon a vote thereof to so approve, the April 22, 2020 minutes of the Board of Directors of the Buffalo and Erie County Industrial Land Development Corporation (“ILDC”) meeting were unanimously approved.

## REPORTS / ACTION ITEMS / INFORMATION ITEMS

Financial Report. Ms. Profic presented the April 2020 financial report. Ms. Profic noted that the balance sheet indicates the ILDC finished the month with total assets of \$9.0 million and net assets of \$7.0 million. During April there was an increase in Capital Assets due to the Angola Ag Park land purchase. The monthly income statement shows income of \$300 and expenses of \$11,000. Under special projects there was grant revenue for the Angola Ag Park purchase of \$837,243. Overall there was net income of \$827,000 for April. The year-to-date income statement shows total revenues of \$452 and total expenses of \$47,000, plus net special project income of \$838,000, resulting in net income of \$791,000 so far in 2020. Mr. Poloncarz directed that the report be received and filed.

Approval of Resolution to Submit Grant Application to U.S. EDA for the Bethlehem Steel Infrastructure Redevelopment Project. Mr. Cappellino and Ms. Szewczyk reviewed the grant purposes and terms of same.

Ms. Whyte moved and Mr. Lipsitz seconded to approve of the Resolution to Submit Grant Application to U.S. EDA for the Bethlehem Steel Infrastructure Redevelopment project. Mr. Poloncarz called for the vote and the following resolution was then unanimously approved:

RESOLUTION OF THE BUFFALO AND ERIE COUNTY INDUSTRIAL LAND DEVELOPMENT CORPORATION ("ILDC") AUTHORIZING THE ILDC TO SUBMIT A GRANT APPLICATION TO THE U.S. DEPARTMENT OF COMMERCE ECONOMIC DEVELOPMENT ADMINISTRATION'S ECONOMIC ADJUSTMENT ASSISTANCE PROGRAM TO SUPPORT THE DEVELOPMENT OF THE BETHLEHEM STEEL INFRASTRUCTURE REDEVELOPMENT PROJECT (AS MORE FULLY DESCRIBED BELOW).

Approval of Draft Generic Environmental Impact Statement ("DGEIS"). Mr. Cappellino reviewed the status of the Masterplan and DGEIS for the 240 acres of the Bethlehem Steel site.

Ms. Whyte moved and Mr. Johnson seconded to approve of the DGEIS. Mr. Poloncarz called for the vote and the following resolution was then unanimously approved:

RESOLUTION OF THE BUFFALO AND ERIE COUNTY INDUSTRIAL LAND DEVELOPMENT CORPORATION ACCEPTING AS COMPLETE A DRAFT GENERIC ENVIRONMENTAL IMPACT STATEMENT FOR THE ADVANCED MANUFACTURING PARK INFRASTRUCTURE MASTER PLAN AND SCHEDULING OF A SEQRA PUBLIC HEARING

## MANAGEMENT TEAM REPORTS

Mr. Cappellino updated members on the spec building RFP.

Mr. Poloncarz then adjourned the meeting at 12:48 p.m.

Dated: May 27, 2020

---

Karen M. Fiala, Secretary

**Industrial Land Development Corp.**

**Financial Statements**

As of June 30, 2020

**INDUSTRIAL LAND DEVELOPMENT CORPORATION ("ILDC")**

**Balance Sheet**

June 30, 2020

	June 2020	May 2020	December 2019
<b>ASSETS:</b>			
Restricted Cash *	\$ 182,229	\$ 195,646	\$ 207,639
Grants Receivable	1,919,084	1,919,084	1,919,084
Other Receivable	3,563	-	125,000
Loans Receivable, net	42,859	44,000	36,562
Loan Interest Receivable	-	-	70
Deposit on Land Purchase	-	-	155,638
Total Loan Assets	<u>2,147,734</u>	<u>2,158,730</u>	<u>2,443,992</u>
Capital Assets	6,859,680	6,858,032	5,862,958
Total Assets	<u>\$ 9,007,414</u>	<u>\$ 9,016,761</u>	<u>\$ 8,306,950</u>
<b>LIABILITIES &amp; NET ASSETS:</b>			
Accounts Payable	\$ -	\$ -	\$ 8,844
Due to/(from) ECIDA	217,288	212,454	250,630
Other Liabilities	1,762,789	1,760,889	1,787,558
Total Liabilities	<u>1,980,077</u>	<u>1,973,344</u>	<u>2,047,032</u>
Restricted Fund Balance	<u>7,027,337</u>	<u>7,043,418</u>	<u>6,259,918</u>
Total Liabilities & Net Assets	<u>\$ 9,007,414</u>	<u>\$ 9,016,761</u>	<u>\$ 8,306,950</u>

<b>Loan Portfolio Summary:</b>	June 2020	May 2020	December 2019
# of Loans	<u>3</u>	<u>3</u>	<u>3</u>

\* Cash is invested in interest bearing accounts at M&T Bank.  
The maximum FDIC insured amount is \$250,000 with the remainder collateralized with government obligations by the financial institution.

**INDUSTRIAL LAND DEVELOPMENT CORPORATION ("ILDC")**

**Income Statement**

Month of June 2020

	<b>Actual vs. Budget</b>		
	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
<b>REVENUES:</b>			
Interest Income - Loans	\$ 75	\$ 19	\$ 55
Interest Income - Cash & Inv.	0	1	(0)
Proceeds from Land Sales	-	20,833	(20,833)
<b>Total Revenues</b>	<b>75</b>	<b>20,853</b>	<b>(20,777)</b>
<b>EXPENSES:</b>			
Management Fee - ECIDA	\$ 4,833	\$ 4,833	(0)
Professional Services	34,180	4,425	29,755
General Office Expenses	-	50	(50)
Other Expenses	506	73	433
<b>Total Expenses</b>	<b>39,519</b>	<b>9,381</b>	<b>30,138</b>
<b>SPECIAL PROJECT GRANTS:</b>			
Industrial Land Park - ESD	-	146,250	(146,250)
Industrial Land Park - ECIDA	25,000	16,667	8,333
Angola Ag Park - ECIDA Grant	7,053	8,333	(1,280)
Other grant revenue	(1,896)	2,083	(3,980)
Industrial Land Park grant reimbursement	-	(146,250)	146,250
Industrial Land Park costs	(5,200)	(16,667)	11,467
Angola Ag Park grant costs	(3,491)	(8,333)	4,843
Other grant expenses	1,896	(2,083)	3,980
	<b>23,363</b>	<b>(0)</b>	<b>23,363</b>
<b>NET INCOME/(LOSS):</b>	<b>\$ (16,081)</b>	<b>\$ 11,472</b>	<b>\$ (27,552)</b>

\* Represents an allocation of salary and benefit costs from the ECIDA based on time charged to ILDC. The amount booked is currently based on budget.

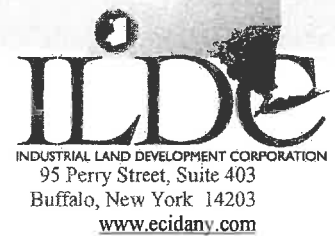
**INDUSTRIAL LAND DEVELOPMENT CORPORATION ("ILDC")**

**Income Statement**

Year to Date: June 30, 2020

	Actual vs. Budget			Actual vs. Prior Year		
	Actual	Budget	Variance	Actual	Prior Year	Variance
<b>REVENUES:</b>						
Interest Income - Loans	\$ 323	\$ 115	\$ 208	\$ 323	\$ 178	\$ 145
Interest Income - Cash & Inv.	11	5	7	11	6	5
Grant Income	-	-	-	-	155,000	(155,000)
Proceeds from Land Sales	-	125,000	(125,000)	-	-	-
Other Income	750	-	750	750	23,750	(23,000)
<b>Total Revenues</b>	<b>1,083</b>	<b>125,120</b>	<b>(124,036)</b>	<b>1,083</b>	<b>178,933</b>	<b>(177,850)</b>
<b>EXPENSES:</b>						
Management Fee - ECIDA	\$ 29,000	\$ 29,000	-	\$ 29,000	\$ 14,400	\$ 14,600
Professional Services	62,905	26,550	36,355	62,905	55,642	7,263
General Office Expenses	-	300	(300)	-	-	-
Other Expenses	2,886	438	2,448	2,886	240	2,646
<b>Total Expenses</b>	<b>94,791</b>	<b>56,288</b>	<b>38,504</b>	<b>94,791</b>	<b>70,282</b>	<b>24,509</b>
<b>SPECIAL PROJECT GRANTS:</b>						
Industrial Land Park - ESD	-	877,500	(877,500)	-	-	-
Industrial Land Park - ECIDA	105,000	100,000	5,000	105,000	200,000	(95,000)
Angola Ag Park - ECIDA Grant	844,296	50,000	794,296	844,296	-	844,296
Other grant revenue	24,740	12,500	12,240	24,740	76,371	(51,631)
Industrial Land Park grant reimbursement	-	(877,500)	877,500	-	-	-
Industrial Land Park costs	(84,679)	(100,000)	15,321	(84,679)	(96,683)	12,005
Angola Ag Park grant costs	(3,491)	(50,000)	46,510	(3,491)	-	(3,491)
Other grant expenses	(24,740)	(12,500)	(12,240)	(24,740)	(76,371)	51,631
	<b>861,127</b>	<b>-</b>	<b>861,127</b>	<b>861,127</b>	<b>103,317</b>	<b>757,810</b>
<b>NET INCOME/(LOSS):</b>	<b>\$ 767,419</b>	<b>\$ 68,833</b>	<b>\$ 698,588</b>	<b>\$ 767,419</b>	<b>\$ 211,968</b>	<b>\$ 555,451</b>

\* Represents an allocation of salary and benefit costs from the ECIDA based on time charged to ILDC. The amount booked is currently based on budget.



**MEMO:**

**To: ILDC Board of Directors**

**Date: July 22, 2020**

**RE: U.S. Department of Commerce Economic Development Administration (EDA) – Economic Adjustment Assistance Program through EDA’s Assistance to Coal Communities (ACC) program**

U.S. Department of Commerce Economic Development Administration (EDA) administers the Economic Adjustment Assistance Program, which provides financial assistance in the form of grants to governments and non-profit organizations for multiple economic development and workforce outcomes, such as promoting regional economic growth and diversification, new job creation, and re-employment opportunities for displaced coal workers. The Industrial Land Development Corporation is preparing to submitted a grant application to support the development of the Bethlehem Steel Infrastructure Redevelopment Project to construct water and sewer infrastructure necessary to further develop the 148-acre vacant Bethlehem Steel brownfield site for private investment and redevelopment. The Project will construct water and wastewater infrastructure as recommended in the recently completed Utility Master Plan. The proposed upgrades are necessary to meet future needs to service anticipated industrial users. The proposed infrastructure improvements are necessary to prepare the property for private development. Redevelopment of the larger Bethlehem Steel site will address the regional need for vacant industrial-zoned property to attract new and growing manufacturing companies, especially Canadian companies.

The ILDC (Applicant), Erie County (Co-Applicant), and Erie County Water Authority (Co-Applicant) are requesting \$2,643,790 in federal funding assistance from the USEDA which is pledged to be matched by \$660,950 in local funds. The ILDC, acting as Applicant: (i) will execute the application and agreement with USEDA, (ii) secure the local match of \$660,950 through potential funding sources including Empire State Development and/or the ILDC itself, (iii) bid, select and contract with a qualified firm or firms to design and/or rehab/replace/construct the Sewer and Water Infrastructure Improvements, and (iv) provide oversight and administration for the USEDA grant as it relates to the Sewer and Water Infrastructure Improvements. The scope of the project and estimated costs are as follows:





<p><b>Sanitary Sewer Extension</b> - Construction of approximately 4,000 lineal feet (LF) of sanitary sewer pipe that, upon completion, would be owned, operated and maintained by ECSD No. 6. The public sewer extension would consist of approximately 1,000 LF of new 18-inch diameter sewer to advance public service toward the “Times Square” area of the former Bethlehem Steel site and approximately 3,000 feet of new smaller diameter (15-inch and below) pipes to service the northern end of the site. Additionally, a section of an existing 18-inch diameter private sewer under Route 5 would be rehabilitated using cured-in-place pipe lining and be made a public asset, along with abandonment of the existing private sewers that would no longer be used in the area of the proposed advanced manufacturing park.</p>	<p><b>\$2,007,900</b></p>
<p><b>Water Line Extension-</b> This project involves the construction of approximately 1,314 linear feet of municipal water main to provide service to future development at the former Bethlehem Steel property. The proposed water mains will be owned and maintained by the Erie County Water Authority after completion. The project consists of two separate sections of water main which are referred to as the Ridge Road Extension and the Odell Street Extension, named according to the existing opposing streets at the intersection with Route 5. The proposed Ridge Road Extension consists of approximately 570 linear feet of 12” diameter ductile iron pipe water main and the Odell Street Extension consists of approximately 744 linear feet of 16” diameter ductile iron pipe water main. Work includes all excavation, bedding stone, backfill, valves, thrust restrains, fire hydrants, interconnections and other required appurtenances to provide a complete installation.</p>	<p><b>\$1,296,837</b></p>
<p><b>TOTAL</b></p>	<p><b>\$3,304,737</b></p>

**Requested Action:**

Seeking approval to apply to the U.S. Department of Commerce/EDA for the Economic Adjustment Assistance program grant award to support the construction of infrastructure improvements at the former Bethlehem Steel site.

**BUFFALO AND ERIE COUNTY  
INDUSTRIAL LAND DEVELOPMENT CORPORATION**

**AMENDING RESOLUTION**

A regular meeting of the Buffalo and Erie County Industrial Land Development Corporation was convened on Wednesday, July 22, 2020, at 1:00 p.m.

The following resolution was duly offered and seconded, to wit:

RESOLUTION AMENDING THE U.S. DEPARTMENT OF  
COMMERCE ECONOMIC DEVELOPMENT  
ADMINISTRATION'S ECONOMIC ADJUSTMENT  
ASSISTANCE PROGRAM RESOLUTION TO INCREASE THE  
AMOUNT OF THE GRANT REQUEST AND LOCAL MATCH  
RELATED THERETO.

**WHEREAS**, the Buffalo and Erie County Industrial Land Development Corporation (the "ILDC") is authorized and empowered by Section 1411 of the Not-for-Profit Corporation Law of the State of New York, as amended, to relieve and reduce unemployment, promote and provide for additional and maximum employment, better and maintain job opportunities in Erie County and to lessen the burdens of government and act in the public interest; and

**WHEREAS**, the ILDC has proposed infrastructure improvements that are necessary to prepare the 148-acre vacant Bethlehem Steel brownfield site for future private investment and redevelopment, consisting of the construction of water and wastewater infrastructure (collectively, the "Bethlehem Steel Infrastructure Redevelopment Project"). The Bethlehem Steel Infrastructure Redevelopment Project will address the regional need for vacant industrial-zoned property to attract new and growing manufacturing companies; and

**WHEREAS**, on May 27, 2020, the ILDC, as applicant, resolved and authorized (the "Initial Resolution") the Chair, the Vice Chair, the President/Chief Executive Officer, the Executive Vice President, the Chief Financial Officer/Treasurer and/or the Assistant Treasurer of the ILDC to submit an application to the Economic Adjustment Assistance Program, which is administered through the Assistance to Coal Communities Program (the "ACC Program") by the U.S. Department of Commerce Economic Development Administration (the "EDA"), to obtain grant funding in the amount of approximately \$2,643,790 with the ILDC pledging a local match in the amount of \$660,950 to support of the Bethlehem Steel Infrastructure Redevelopment Project; and

**WHEREAS**, based upon a review of the ACC Program application by the EDA's regional representative, the ACC Program application requires modifications to the grant request and local match amounts.

**NOW, THEREFORE, BE IT RESOLVED BY THE DIRECTORS OF THE BUFFALO AND ERIE COUNTY INDUSTRIAL LAND DEVELOPMENT CORPORATION AS FOLLOWS:**

**Section 1.** The fourth (4<sup>th</sup>) WHEREAS clause of the Initial Resolution is hereby amended by (i) replacing the maximum estimated grant request of “for approximately \$2,643,790” with the increased amount “not to exceed \$2,800,000,” and (ii) replacing the maximum estimated local match of “\$660,950” with the increased amount “not to exceed \$700,000.” The new fourth (4<sup>th</sup>) WHEREAS clause will read as follows:

WHEREAS, the ILDC, as applicant, desires to make an application to the ACC Program not to exceed \$2,800,000 in grant funding to support the Bethlehem Steel Infrastructure Redevelopment Project. The ILDC will pledge the local match not to exceed \$700,000 through funding sources, potentially including Empire State Development and/or the ILDC.

**Section 2.** “Section 1” of the Initial Resolution is hereby amended by replacing the maximum estimated grant request of “\$2,643,790” with the increased amount of “\$2,800,000.” The new Section 1 will read as follows:

**Section 1.** The Chair, the Vice Chair, the President/Chief Executive Officer, the Executive Vice President, the Chief Financial Officer/Treasurer and/or the Assistant Treasurer of the ILDC are hereby authorized and directed, on behalf of the ILDC, to submit a grant application on behalf of the ILDC to the ACC Program through the EDA for an amount not to exceed \$2,800,000 in grant funding to support the Bethlehem Steel Infrastructure Redevelopment Project and to execute all financial and administrative processes, agreements and related documents, and take all necessary actions in connection therewith.

**Section 3.** Except as specifically amended herein, all the terms and provisions of the Initial Resolution shall remain in full force and effect.

**Section 4.** This resolution shall take effect immediately.

Dated: July 22, 2020



MEMORANDUM

July 22<sup>nd</sup>, 2020

To: Members of the Board of Directors of the Buffalo and Erie County Industrial Land Development Corporation

From: John Cappellino

Re: Angola Ag. Park – Town of Evans Water Tower Project  
Informational Briefing

**Background:**

The Town of Evans is currently in the final stages of design and interagency review for a new 1 million-gallon water tower, pump station and additional water mains. The total estimated capital cost of the project is \$5.53M.

The Evans water system is currently under a lease management agreement with the Erie County Water Authority (ECWA). The Town currently has no water storage of its own and needs a new water tower due to a lack of sufficient storage capacity and flow in the existing water distribution system. This has resulted in an inability to meet average local demands and provide the necessary pressure for adequate fire protection in the Town. This issue has also placed the Town in violation of the “Ten States Recommended Standards for Water Works”, which in turn has led the Erie County Department of Health to enact a moratorium on any new water line extensions, including new commercial and residential service connections, until sufficient progress is made on the construction of the water tower.

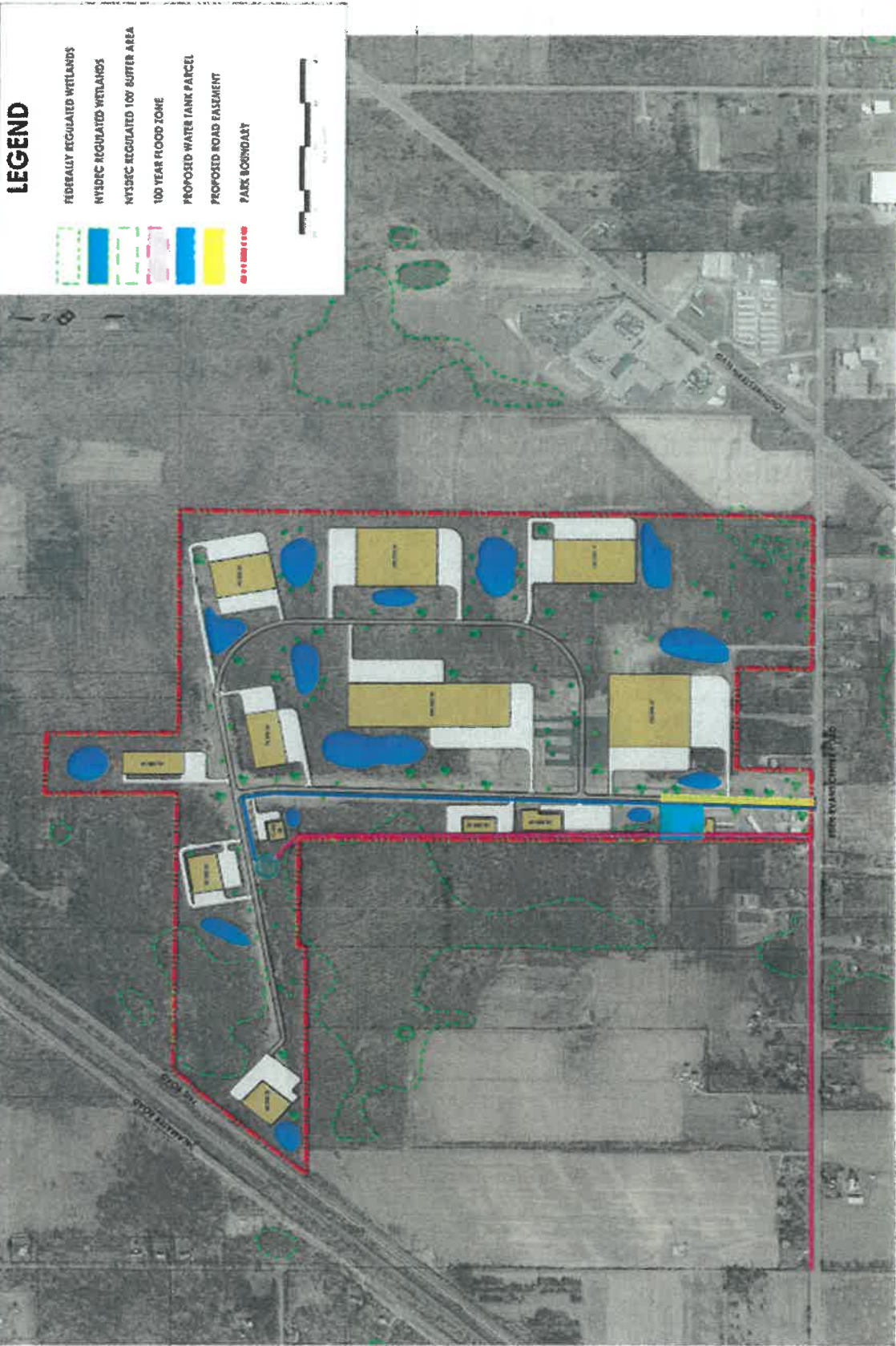
Based on current water demand and forecasted growth the proposed 1 million-gallon tank will provide sufficient capacity for the existing water demands of the Town. The current planning for the development of the Agri-Business Park would include redevelopment of the 240-acre site of the former Angola Airport. It is estimated that this new development could add up to 500,000 gallons of additional demand to the eastern zone of the Evans water system.

To address the potential new demand of the Agri-Business Park, the Town has agreed to solicit alternate bids for a 1.5 million-gallon tank. This will quantify the additional costs of the larger tank and allow for discussion of potential funding options.

Having thoroughly analyzed numerous potential locations for the water tower, there is a mutual agreement among engineers from the Town and ECWA that the future Agri-Business Park is the most ideal site. As part of the overall master planning for the site we are working to identify the



best placement of the tower within the Park, as well as subdivision and acquisition of land by the Town. Locating the new water tower toward the back of the property would minimize the impact on future developable parcels and provide the additional benefit of installing water supply lines which would be able to service the park development. There would be additional costs to run the water supply lines to the back of the property as part of the water tower project, but it would eliminate the need and cost of running the lines later. (see attached map)



ERIE COUNTY  
L.M.C. 2-1-21

TOWN OF EVANS WATER STORAGE TANK  
Scale: 1" = 50'