

**MINUTES OF THE MEETING
OF THE
MEMBERSHIP OF THE
ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY (ECIDA)**

DATE AND PLACE: November 29, 2017, at the Erie County Industrial Development Agency, 95 Perry Street, 5th Floor ESD Conference Room, Buffalo, New York 14203

PRESENT: Hon. Diane Benczkowski, Hon. Joseph H. Emminger, Tyra Johnson, Richard Lipsitz, Jr., Hon. Joseph C. Lorigo, Brenda W. McDuffie, Hon. Glenn R. Nellis, John J. Mudie, Hon. Mark C. Poloncarz, Sister Denise Roche and Hon. Barry A. Weinstein

EXCUSED: Rev. Mark E. Blue, Hon. Byron W. Brown, James F. Doherty, Dottie Gallagher-Cohen, David L. Lowrey, Louis Panzica, Hon. Darius G. Pridgen and Paul V. Vukelic

OTHERS PRESENT: Steve Weathers, Chief Executive Officer; John Cappellino, Executive Vice President; Mollie Profic, Treasurer; Karen M. Fiala, Assistant Treasurer and Robert G. Murray, Secretary

GUESTS: Andrew Federick, Erie County Senior Economic Development Specialist

At 9:10 am, there being a quorum present, Ms. McDuffie called the meeting to order.

MINUTES

The minutes of the October 25, 2017 meeting of the members were presented. Mr. Lipsitz moved, and Mr. Nellis seconded, to approve of the meeting minutes. Mr. Lipsitz called for the vote and the minutes were unanimously approved.

REPORTS/ACTION ITEMS/INFORMATION ITEMS

Financial Report. Ms. Profic presented the financial statements for October 2017 noting that the balance sheet shows that the Agency finished the month with total assets of \$34.1 million and net assets of \$22.1 million. The monthly income statement shows operating revenues of \$102,000, \$49,000 of which was administrative fees, such that the Agency is below budget for the month by \$103,000. October operating expenses were under budget by \$32,000 as a result of favorable variances in professional services, public hearings and marketing. Considering solely operating revenues and operating expenses, there was net loss of \$109,000 for October. However, after costs for strategic initiatives and depreciation, there was a net loss of \$1.5 million for the month, mainly as a result of the UDAG funds granted to the ILDC for the Bethlehem Steel land purchase. On a year-to-date basis, the income statement reflects operating revenues of

\$2.5 million which is \$432,000 ahead of budget for the year. The driver of that variance is administrative fees, which at \$1,900,000, are in excess of budget by \$421,000 through October. Operating expenses of \$2.3 million are below budget by \$294,000. Net special project grant revenue of \$322,000 brings net income for the year to \$515,000. After factoring in strategic investments and depreciation, there is a year-to-date net loss of \$6.2 million. Ms. McDuffie directed that the report be received and filed.

2017 Tax Incentive Induced Closed Schedule Estimated Real Property Tax Impact. Ms. Fiala presented this report. Ms. McDuffie directed that the report be received and filed.

Approval of GEMCOR Resolution. Mr. Weathers presented a resolution approving for the dissolution of GEMCOR II, LLC and briefly reviewed the recent sale of the assets of GEMCOR II, LLC, commenting that the next step is to dissolve the company consistent with the desire of all the members of GEMCOR. Mr. Weinstein moved and Mr. Poloncarz seconded, to approve of the dissolution of GEMCOR. Ms. McDuffie called for the vote and the following resolution was unanimously approved:

RESOLUTION APPROVING THE DISSOLUTION OF GEMCOR II, LLC

At this point in time, Ms. McDuffie acknowledged and recognized the service of Agency board member and Amherst Town Supervisor, Barry Weinstein, noting that Supervisor Weinstein will be completing his term as Supervisor at the end of this year and as such, will no longer be a board member of the Agency. Ms. McDuffie and other members thanked Mr. Weinstein for his participation and service.

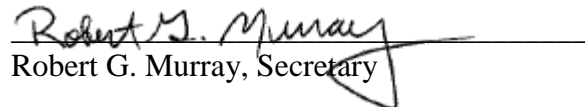
MANAGEMENT TEAM REPORTS

Response to Authorities Budget Office (ABO) Website Audit. Mr. Weathers reviewed the Agency's response to a recent audit of its webpage undertaken by the New York State Authorities Budget Office.

Funding Invest Buffalo Niagara–Canadian Lead Generation. Mr. Weathers noted that the Agency is submitting funds to Invest Buffalo Niagara as contemplated for within the Agency's 2017 budget related to Canadian Lead Generation initiatives.

There being no further business to discuss, Ms. McDuffie adjourned the meeting at 9:19 a.m.

Dated: November 29, 2017


Robert G. Murray, Secretary