

**MINUTES OF A MEETING OF THE
POLICY COMMITTEE OF THE
ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY**

- MEETING:** June 7, 2018, at Erie County Industrial Development Agency, 95 Perry Street, 5th Floor Conference Room, Buffalo, New York
- PRESENT:** Hon. April Baskin, Rev. Mark E. Blue, Mr. Richard Cummings, Colleen DiPirro, Hon. William J. Krebs, Richard Lipsitz, Jr., Laura Smith, and David J. State
- ABSENT:** Hon. Byron W. Brown, Hon. Johanna Coleman, Brenda W. McDuffie, John J. Mudie, Hon. Glenn R. Nellis, Paul V. Vukelic and Maria Whyte
- OTHERS PRESENT:** John Cappellino, Executive Vice President; Karen M. Fiala, Assistant Treasurer; and Robert G. Murray, Secretary
- GUESTS:** Andrew Federick, Erie County Senior Economic Development Specialist and Robert Rich III and Alan Dewart, on behalf of ROAR Logistics, Inc.

There being a quorum present at 8:35 a.m., Mr. Lipsitz called the meeting of the Policy Committee to order.

Mr. Lipsitz recognized new Policy Committee members, Richard Cummings and April Baskin to the meeting.

MINUTES

The minutes of the May 3, 2018 Policy Committee meeting were presented. Upon motion made by Mr. Blue, and seconded by Ms. Smith, the aforementioned Policy Committee meeting minutes were unanimously approved.

PROJECT MATRIX

Mr. Cappellino reviewed the Agency's project matrix. Mr. Lipsitz directed that the report be received and filed.

PROJECT PRESENTATIONS

ROAR Logistics, Inc., 535 Exchange Street, Buffalo, New York. Mr. Cappellino presented the proposed sales tax and real property tax abatement benefits project involving the company's construction and equipping of a 12,400 sq. ft. facility for back office operations.

Mr. Cappellino then stated that in exchange for providing the sales and use tax and real property tax abatement benefits, the approval of this project will be conditioned upon adherence to certain material terms and conditions with respect to the potential modification, recapture and/or termination of financial assistance as follows:

Draft Recapture Material Terms

Condition	Term	Recapture Provision
Total Investment	At project completion	Investment amount equal to or greater than 85% of project amount. Total Project Amount = \$2,610,000 85% = \$2,218,500
Employment	Coincides with 7-year PILOT	Maintain Base = 43 Create 85% of projected Projected = 14 85% = 12 Recapture Employment = 55
Local Labor	Construction Period	Adherence to policy including quarterly reporting
Pay Equity	Coincides with 7-year PILOT	Adherence to policy
Unpaid Tax	At project completion	Adherence to policy
Recapture Period	7-year PILOT Term	Recapture of state and local sales taxes and real property taxes.

Mr. Cappellino then introduced Robert Rich III and Alan Dewert, who spoke on behalf of the company and provided additional background with respect to the project.

Ms. DiPirro commented on her role as Chair of the Regional Economic Development Council’s Logistics & Transportation Committee and noted that logistics is a growth industry within Western New York and spoke in favor of the project.

Mr. Blue queried as to the job descriptions and qualifications. Mr. Rich responded that logistics is a customer service business and anyone who is customer service oriented is a good job candidate.

Ms. Smith commented that the company could be located anywhere as its operations involve non-geographic specific back office operations, and expressed support for the project.

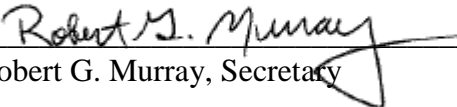
Ms. DiPirro moved and Mr. Blue seconded to approve of the project as proposed. Mr. Lipsitz called for the vote and the project was then unanimously approved for recommendation to the members of the Agency.

UPDATES/DISCUSSION

Adaptive Reuse Working Group. Mr. Cappellino provided committee members with an update regarding the Adaptive Reuse Working Group and noted that the working group will be meeting today to review the Buffalo Urban Development Corporation-Buffalo Niagara Partnership housing study that was just recently completed.

There being no further business to discuss, Mr. Lipsitz adjourned the meeting at 9:15 a.m.

Dated: June 7, 2018


Robert G. Murray, Secretary