



**GCEDC Board Meeting**  
**Thursday, December 5, 2024**  
**Location: 99 MedTech Drive, Innovation Room**  
**4:00 PM**

**GCEDC MINUTES**

**Attendance**

Board Members: K. Manne, P. Battaglia, C. Yunker, P. Zeliff  
Staff: M. Masse, L. Farrell, E. Finch, J. Krencik, C. Suozzi, L. Casey  
Guests: M. Brooks (GGLDC Board Member), D. Cunningham (GGLDC Board Member), S. Noble-Moag (GGLDC Board Member/Video Conference), J. Tretter (GGLDC Board Member), G. Torrey (GGLDC Board Member), S. Eigenbrod (GCEDC Workforce Consultant), R. Gaenzle (Harris Beach), M. Fitzgerald (Phillips Lytle), R. Ball (Empire State Development/Video Conference), M. Licitra (Stream Data Centers), C. Space (Stream Data Centers), C. Rodriguez (Stream Data Centers), B. Wells (Stream Data Centers)  
Absent: M. Clattenburg, M. Gray, C. Kemp

**1.0 Call to Order**

P. Zeliff called the meeting to order at 4:00 p.m. in the Innovation Zone.

**Presentation – Stream Data Centers** – B. Wells introduced Stream Data Centers as a wholesale data center real estate firm offering an integrated platform of services. C. Rodriguez presented from the leasing team of Stream Data Centers. Stream Data Centers has been in business since 1999 forming build-to-suit data centers. Stream Data Centers has 54 million sf developed or acquired land, \$8.8 billion transactions completed annually and 27 data center developments with more in progress. M. Licitra presented the executive leadership for Stream Data Center; every executive has at least a decade of experience in the data center world. C. Space presented the mission of the company, which is to be the trusted and enduring partner for customers' evolving data center needs. He also spoke about the vision and values of the company. B. Wells presented the application details that were submitted for their proposal. B. Wells stated that the company is proposing two different options. Option 1 includes 1,200,000 square feet across 4 buildings. Option 2 includes 900,000 square feet across two buildings. Both options require 60 acres, 250 MW of power, 10,000 GPD of water/wastewater. The expected number of jobs to be created is 140 with 500+ construction jobs during the construction phase of the project.

G. Torrey entered the meeting at 4:10 p.m.

L. Casey left the meeting at 4:30 p.m.

**Presentation – Sheila Eigenbrod** – S. Eigenbrod provided an overview of the special projects that are in process, including the ACT WorkKeys and Work Ready Communities. There are three assessments that measure applied math, literacy and workplace documents. When students take this test, they earn an NCRC, which is a national credential that demonstrates an individual's skill level to an employer. It helps

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an employer identify what skills an individual is entering the workforce with and how to best upskill them or identify additional support and training that may be needed to be successful. There are 85 companies in Genesee County that are supporting the WorkKeys program and many of the schools in Genesee County are participating as well. C. Suozzi and S. Eigenbrod recognized the need to expand this initiative to the GLOW region for an even greater impact on workforce development. S. Eigenbrod concluded her presentation by highlighting a few exciting initiatives that engage educators and students in the conversation of workforce development. For example, a career roadmap has been essential when going to events with students. It shows students the locations of schools for training, the major industries, and the resources available to them locally. The “Wheel of Destiny” and prizes have also been successful at student-focused events. The career checklist on the GCEDC website is another great resource for students.

S. Eigenbrod (GCEDC Workforce Consultant), M. Licitra (Stream Data Centers), C. Space (Stream Data Centers), C. Rodriguez (Stream Data Centers), and B. Wells (Stream Data Centers) left the meeting at 4:46 p.m.

### **1.1 Enter Executive Session**

P. Battaglia made a motion to enter executive session under the Public Officers Law Article 7, Open Meetings Law Section 105, at 4:47 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.
2. Discussions regarding proposed, pending, or current litigation.

The motion was seconded by C. Yunker and approved by all members present.

### **1.2 Enter Public Session**

C. Yunker made a motion to enter back into public session at 5:00 p.m., seconded by K. Manne and approved by all members present.

## **2.0 Chairman’s Report & Activities**

### **2.1 Upcoming Meetings:**

**Next Scheduled Board Meeting: Thursday, December 19<sup>th</sup> at 4:00 p.m.**

Employment and Compensation Meeting: Thursday, December 19<sup>th</sup> at 3:00 p.m.

Audit & Finance Committee Meeting: Tuesday, January 14<sup>th</sup> at 8:30 a.m.

STAMP Committee Meeting: Wednesday, January 14<sup>th</sup> at 10:00 a.m.

Employment and Compensation Meeting: Thursday, January 16<sup>th</sup> at 3:00 p.m.

Board Meeting: Thursday, January 16<sup>th</sup> at 4:00 p.m.

The Employment & Compensation Committee and Board meetings that are scheduled for Thursday, December 19<sup>th</sup> may be moved to Wednesday, December 18<sup>th</sup> due to several known conflicts for Board members.

Additionally, the STAMP meeting that is scheduled for Wednesday, January 15<sup>th</sup> may be rescheduled for Tuesday, January 14<sup>th</sup>, which will follow the regularly scheduled Audit and Finance meeting.

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

**2.3 Minutes: October 31, 2024** –

**P. Battaglia made a motion to accept the October 31, 2024, minutes as presented; the motion was seconded by K. Manne. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
K. Manne -	Yes	P. Zeff -	Yes
M. Clattenburg –	Absent	M. Gray -	Absent
C. Kemp -	Absent		

**The item was approved as presented.**

### **3.0 Report of Management**

**3.1 RPNY Solar 7 Authorizing Resolution** - RPNY Solar 7 has requested that the ground lease be amended to account for the change in the legal description of the land.

Resolution No. 12/2024 - 01

RESOLUTION OF THE GENESEE COUNTY INDUSTRIAL DEVELOPMENT AGENCY d/b/a GENESEE COUNTY ECONOMIC DEVELOPMENT CENTER (THE “AGENCY”) AUTHORIZING THE AMENDMENT OF THE LEASE AGREEMENT AND LEASEBACK AGREEMENT (TOGETHER WITH ANY OTHER RELATED DOCUMENTS) BY MODIFYING THE LEGAL DESCRIPTION CONSTITUTING THE LEASED PREMISES, AND TO EXECUTE AND DELIVER RELATED DOCUMENTS.

**P. Battaglia made a motion to approve Assignment Authorizing Resolution 12/2024-01 as presented; the motion was seconded by K. Manne. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
K. Manne -	Yes	P. Zeff -	Yes
M. Clattenburg –	Absent	M. Gray -	Absent
C. Kemp -	Absent		

**The item was approved as presented.**

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

**4.1 October 2024 Financial Statements** – L. Farrell reviewed with the Committee the significant items on the long form financial statements for October 2024.

- Restricted cash increased. We received our first deposit in the amount of \$39.2M related to the \$56M FAST NY grant award. This amount is what we anticipate spending in the next 12 months and 70% of the total award.
- On the P&L, there is unearned revenue of \$39.2M. The funds that we received for the FAST NY grant award are recorded as unearned revenue. Revenue is recognized as qualifying expenditures are made.

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- We collected origination fees of \$32K from the Rochester Davis Fetch project on Lent Ave in LeRoy that closed in October.
- We are where we would anticipate being with the budget at this time.
- Other than the above-mentioned items, there is normal monthly activity.

The October 2024 financial statements were recommended for approval by the Committee.

**K. Manne made a motion to approve the October 2024 Financial Statements as presented; the motion was seconded by P. Battaglia. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
K. Manne -	Yes	P. Zeff -	Yes
M. Clattenburg -	Absent	M. Gray -	Absent
C. Kemp -	Absent		

**The item was approved as presented.**

**4.2 Insurance Renewal** – A comparison of last year’s insurance premiums against the renewal costs for 2025 was included with the meeting materials. The total package is about \$74,000 as compared to last year’s amount of \$70,000.

L. Farrell added that \$74,380 was budgeted for the insurance renewal across all entities. Selective quoted \$74,281 for the 2025 renewal. Worker’s Compensation is also within budget. We budgeted \$4,000 for Worker’s Compensation and the renewal cost is \$3,817. The umbrella coverage quotes are about \$1,600 over budget or \$800 per entity as this is split 50/50 between the GCEDC and GGLDC.

This was recommended for approval by the Committee.

**K. Manne made a motion to approve the Insurance Renewal as presented; the motion was seconded by C. Yunker. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
K. Manne -	Yes	P. Zeff -	Yes
M. Clattenburg -	Absent	M. Gray -	Absent
C. Kemp -	Absent		

**The item was approved as presented.**

**4.3 2025 General Cleaning Services** - During 2022, staff reached out to four cleaning companies to obtain quotes for 2023 cleaning services. Commercial Cleaning Services of Western New York, Inc. was awarded the contract.

Commercial Cleaning Services of Western New York Inc., the current company being used, has been offering a competitive price and we are satisfied with the services. New quotes were not obtained for 2024 or 2025 services. We anticipate getting quotes for cleaning services every three years.

**Fund Commitment:** Up to \$8,000; included in the 2025 GCEDC Budget.

**Action Requested:** Staff requested a recommendation from the Committee to continue this contract for 2025 cleaning services at a cost not to exceed \$8,000 for the year, plus reimbursement for supplies.

This was recommended for approval by the Committee.

**K. Manne made a motion to approve 2025 Cleaning Services not to exceed \$8,000 for the year as presented; the motion was seconded by P. Battaglia. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
K. Manne -	Yes	P. Zeff -	Yes
M. Clattenburg -	Absent	M. Gray -	Absent
C. Kemp -	Absent		

**The item was approved as presented.**

**4.4 e3communications Agreement** - e3communications, a professional media and public relations firm/consultant, has submitted a proposal for 2025 services related to public relations, sales and marketing content, and marketing services for the Genesee County Economic Development Center.

In 2024, e3communications supported GCEDC staff with GCEDC planning, sales and marketing, and government/stakeholder relations. e3communications also maintains GCEDC's targeted media presence to audiences in project development and the greater public on LinkedIn and Facebook. More information on 2024 activities was included with the meeting materials.

**Fund Commitment:** \$24,000 fund commitment. Funding is available and budgeted in the 2025 GCEDC Marketing - Operations budget for the full contract.

**Board Action Request:** Approval of a contract for services for the Jan. 1, 2025 to Dec. 31, 2025 period at \$24,000 per year.

This was recommended for approval by the Committee.

**K. Manne made a motion to approve the e3communications Agreement not to exceed \$24,000 as presented; the motion was seconded by P. Battaglia. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
K. Manne -	Yes	P. Zeff -	Yes
M. Clattenburg -	Absent	M. Gray -	Absent
C. Kemp -	Absent		

**The item was approved as presented.**

**4.5 Workforce Consultant Contract** - Included with the meeting materials was a consulting agreement for the period of January 1, 2025 through December 31, 2025. This agreement is between Sheila Eigenbrod and the GCEDC. Services provided by Sheila Eigenbrod include the following:

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1. Perform consulting services to assist in the development and implementation of workforce development programs and training initiatives relative to the goals of the Company and its affiliates.
2. Consult with the VP of Business Development of the GCEDC and staff related to the application, development and deployment of its workforce programs.
3. Consult with educational institutions who may serve as partners in the development, implementation and delivery of training programs. Specifically, interface with Genesee Community College and its BEST Center, other institutions of higher learning, the Genesee Valley Educational Partnership and local secondary schools as appropriate.
4. Provide consulting services as requested by the GCEDC / GGLDC.

This contract is not to exceed \$35,000 and was included in the 2025 GCEDC budget. There is a maximum of \$525 per day and partial days will be billed at an hourly rate of \$75 per hour. The agreement will be amended to reflect those amounts. The County increased their funding amount beginning in 2022 by \$25,000 annually to support administration of a workforce development program. These funds will be used for this contract.

This was recommended for approval by the Committee.

**K. Manne made a motion to approve the 2025 Workforce Consultant Contract with Sheila Eigenbrod not to exceed \$35,000; the motion was seconded by P. Battaglia. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
K. Manne -	Yes	P. Zelif -	Yes
M. Clattenburg -	Absent	M. Gray -	Absent
C. Kemp -	Absent		

**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 Access Agreement for Double Reed –** Phillips Lytle has prepared for the GCEDC an Access License Agreement to allow Project Double Reed and their agents to enable their due diligence on GCEDC owned property for their proposed facility until that work is complete or a Purchase and Sale Agreement is executed. Any contractors would be required to sign indemnity agreements, provide proof of insurance and list the GCEDC as an additional insured on their policy with the applicable coverage limits as set forth by the GCEDC.

**Fund Commitment:** None.

**Committee Action Request:** Recommend approval of Access License Agreement.

This was recommended for approval by the Committee.

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**P. Zelif made a motion to approve the Access License Agreement for Double Reed as presented; the motion was seconded by C. Yunker. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
K. Manne -	Yes	P. Zelif -	Yes
M. Clattenburg –	Absent	M. Gray -	Absent
C. Kemp -	Absent		

**The item was approved as presented.**

**6.2 SEQR Lead Agency for Project Double Reed** – Included in the meeting materials is the SEQR Lead Agency Resolution. The GCEDC must send letters indicating intent to maintain lead agency status regarding Project Double Reed to all interested and involved parties. This starts the 30-day time in which interested and involved agencies have an opportunity to respond. As lead agency, the GCEDC is required to evaluate whether there are adverse environmental impacts that could occur because of Project Double Reed and the additional and/or modified infrastructure that have not been previously evaluated in the STAMP environmental record.

Resolution No. 12/2024-02

RESOLUTION DECLARING THE INTENT OF THE GENESEE COUNTY ECONOMIC  
DEVELOPMENT CENTER TO ACT AS LEAD AGENCY PURSUANT TO THE STATE  
ENVIRONMENTAL QUALITY REVIEW ACT

This was recommended for approval by the Committee.

**P. Zelif made a motion to authorize Resolution No. 12/2024-02 declaring the Agency’s intent to act as lead agency for Project Double Reed pursuant to SEQRA as presented; the motion was seconded by C. Yunker. Roll call resulted as follows:**

P. Battaglia -	Yes	C. Yunker -	Yes
K. Manne -	Yes	P. Zelif -	Yes
M. Clattenburg –	Absent	M. Gray -	Absent
C. Kemp -	Absent		

**The item was approved as presented.**

**6.3 Mowing Contract with Genesee County** – The GCEDC received a proposal for mowing of the mitigation areas at STAMP for 2025 in accordance with the terms of Part 182 Permit.

**Fund Commitment:** \$2,000 from mitigation escrow funds for STAMP Part 182 Permit. This amount was included in the escrow estimate when the account was established.

**Board Action Request:** Approval of mowing contract not to exceed \$2,000 with Genesee County.

This was recommended for approval by the Committee.

**P. Zelif made a motion to approve the Mowing Contract with Genesee County not to exceed \$2,000 as presented; the motion was seconded by C. Yunker. Roll call resulted as follows:**

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P. Battaglia - Yes  
K. Manne - Yes  
M. Clattenburg – Absent  
C. Kemp - Absent

C. Yunker - Yes  
P. Zelif - Yes  
M. Gray - Absent

**The item was approved as presented.**

**6.4 e3communications Agreement** – e3communications, a professional media and public relations firm/consultant, has submitted a proposal for 2025 services related to public relations, sales and marketing content, and marketing services for the Western New York Science & Technology Advanced Manufacturing Park (STAMP).

In 2024, e3communications supported GCEDC staff with STAMP planning, sales and marketing, and government/stakeholder relations. e3communications also maintains STAMP’s targeted media presence to audiences in project development and the greater public on LinkedIn.

**Fund Commitment:** \$24,000 fund commitment. Funding is available and budgeted in the 2025 GCEDC Marketing - Operations budget for the full contract.

**Board Action Request:** Approval of a contract for services for the Jan. 1, 2025 to Dec. 31, 2025 period at \$24,000 per year.

This was recommended for approval by the Committee.

**P. Zelif made a motion to approve the e3communications contract not to exceed \$24,000 as presented; the motion was seconded by C. Yunker. Roll call resulted as follows:**

P. Battaglia - Yes  
K. Manne - Yes  
M. Clattenburg – Absent  
C. Kemp - Absent

C. Yunker - Yes  
P. Zelif - Yes  
M. Gray - Absent

**The item was approved as presented.**

**7.0 Employment & Compensation – M. Gray**

**7.1 Nothing at this time**

**8.0 Housing Committee – P. Battaglia**

**8.1 Nothing at this time**

**9.0 Other Business**

**9.1** P. Battaglia asked for the status of the strategic planning templates. Staff stated that the templates were received from Skip Helfrich, but there is more work to be done. The templates will be a part of the agency goals in 2025. More discussion surrounding this topic will take place in January.



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**10.0 Adjournment**

As there was no further business, P. Battaglia made a motion to adjourn at 5:13 p.m., which was seconded by C. Yunker and passed unanimously.