

Buffalo and Erie County Industrial Land Development Corporation Board of Directors Meeting January 27, 2021 @ 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 December 16, 2020 minutes of the Board of Directors (Action Item) (Pages 2-4)
- 3.0 Reports / Action Items / Information Items:
 - 3.1 Approval of Purchase Sale Agreement for Spec Building at Bethlehem Steel Site (Action Item) (Pages 5-13)
- 4.0 Management Team Report:

4.1

5.0 Adjournment - Next Meeting February 24, 2021 at 12:30 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:

December 16, 2020, held via telephone conference. Governor Cuomo's Executive Order 202.1, as amended from time to time, 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 Industrial Development County Agency website www.ecidany.com.

PRESENT:

Denise Abbott, Hon. April Baskin, Hon. Howard Johnson, Richard Lipsitz, Jr., Hon. Mark C. Poloncarz and Maria Whyte

EXCUSED:

Hon. Byron W. Brown

OTHERS PRESENT:

John Cappellino, President & CEO; Mollie Profic, Chief Financial Officer; Karen M. Fiala, Vice President/Secretary; Atiqa Abidi, Assistant Treasurer; Beth O'Keefe, Business Development Officer; Brian Krygier, Systems Analyst; Carrie Hocieniec, Administrative Coordinator; Robbie Ann McPherson, and Robert G. Murray, Esq., General Counsel/Harris Beach PLLC

GUESTS:

Andrew Federick, Erie County Senior Economic Development Specialist and Lisa Hicks on behalf of the Office of Strategic Planning

There being a quorum present at 12:43 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

Mr. Lipsitz moved, and Ms. Abbott seconded to approve of the October 28, 2020 minutes. Mr. Poloncarz called for the vote and the minutes were unanimously approved.

REPORTS / ACTION ITEMS / INFORMATION ITEMS

Financial Report. Ms. Profic presented the November 2020 financial report. Ms. Profic noted that the balance sheet indicates the ILDC finished the month with total assets of \$9.4 million and net assets of \$7.1 million. There weren't any significant balance sheet fluctuations from October to November. The ILDC received \$1,755,000 from Empire State Development for the Buffalo Billion II Grant, which is the majority of the grants receivable balance. The monthly income statement shows income of \$800 and expenses of \$4,700. Under Special Projects, there was net expenses of \$1,200. Overall there was a net loss of \$5,000 for November. The year-to-date income statement shows revenues of \$389,000 and total expenses of \$474,000, plus net special project income of \$889,000, resulting in net income of \$804,000 so far in 2020. Mr. Poloncarz directed that the report be received and filed.

<u>UDAG Grant</u>. Mr. Cappellino reviewed the contemplated ILDC-Town of Evans (the "Town") water tower project to benefit both the Town and to provide water service to the ILDC Agri-Business Park. Specifically, Mr. Cappellino noted that the ILDC must resolve (i) to accept a grant from the Erie County Industrial Development Agency (the "Agency") Urban Development Action Grant ("UDAG") Fund, in the amount of \$1,250,000, said funds to be utilized by the ILDC to contribute to the construction of the Town water tower project, and (ii) the ILDC must resolve to convey an approximately 1.85 acre parcel of real property, upon which the water tower will be constructed, to the Town, along with a related easement upon and through certain related real property to permit the Town to access the water tower. Ms. Whyte moved to accept the UDAG grant funds, to permit the expenditure of the grant funds to construct the water tower project, and to convey the aforementioned real property and easement area to the Town. Mr. Johnson seconded the motion. Mr. Poloncarz then called for the vote and the following resolution was unanimously approved:

RESOLUTION OF THE BUFFALO AND ERIE COUNTY INDUSTRIAL LAND DEVELOPMENT CORPORATION (THE "ILDC") AUTHORIZING THE ILDC TO: (i) ENTER INTO A FUNDING AGREEMENT FOR ECONOMIC DEVELOPMENT PURPOSES WITH THE ERIE COUNTY INDUSTRIAL DEVELOPMENT AGENCY (THE "AGENCY") TO RECEIVE \$1,250,000 IN THE FORM OF A GRANT FROM THE AGENCY'S U.S. DEPARTMENT OF HOUSING AND URBAN DEVELOPMENT URBAN DEVELOPMENT ACTION GRANT ("UDAG") REFLOW FUND; (ii) MAKE A DETERMINATION PURSUANT TO THE STATE ENVIRONMENTAL QUALITY REVIEW ACT; (iii) AUTHORIZE THE NEGOTIATION AND EXECUTION AND DELIVERY OF A FUNDING AGREEMENT BY WHICH THE ILDC WILL PROVIDE \$1,250,000 OF FUNDING TO THE TOWN OF EVANS FOR PURPOSES OF CONSTRUCTING THE REVISED EVANS WATER SYSTEM PROJECT; AND (iv) AUTHORIZE THE NEGOTIATION AND EXECUTION AND DELIVERY OF AN AGREEMENT OF PURCHASE AND SALE TO BE ENTERED INTO WITH THE TOWN OF EVANS FOR CONVEYING CERTAIN REAL PROPERTY UPON WHICH A PORTION OF THE REVISED EVANS WATER SYSTEM PROJECT WILL BE CONSTRUCTED AND A NON-EXCLUSIVE EASEMENT FOR ACCESS TO

SAID PARCEL AND FOR WATERLINE CONSTRUCTION AND INSTALLATION

Approval of Consultant for Agri-Business Park Master Plan and GEIS. Mr. Cappellino reviewed the required master planning and environmental impact statement process that must be implemented with respect to the ILDC Agri-Business Park. Mr. Cappellino reviewed the request for proposals and related deliberations undertaken resulting in the recommendation that Wendel be retained by the ILDC to produce the master plan and environmental impact statement. Mr. Lipsitz moved and Ms. Whyte seconded to approve and adopt the below Resolution. Mr. Poloncarz then called for the vote and the following resolution was unanimously approved:

RESOLUTION OF THE BUFFALO AND ERIE COUNTY INDUSTRIAL LAND DEVELOPMENT CORPORATION ("ILDC") AUTHORIZING THE ILDC TO ENTER INTO A CONTRACT WITH WENDEL TO UNDERTAKE THE MASTER PLAN AND GENERIC ENVIRONMENTAL IMPACT STATEMENT ANALYSIS AND PROCESS FOR THE ANGOLA AGRIBUSINESS PARK

There being no further business to discuss, Mr. Poloncarz adjourned the meeting at 12:54 p.m.

Dated: December 16, 2020

Karen M. Fiala, Secretary



MEMORANDUM

January 27, 2021

To: ILDC Board of Directors

Re:

Purchase and Sale Agreement

Uniland Development for Construction of Spec Building

Background - Summary of General Business Terms:

The ILDC (Seller) and Uniland Development Company (Buyer) propose to enter into a Purchase and Sale Agreement (PSA) for the purchase of land and construction of a new Spec Building at the former Bethlehem Steel Site. The new facility will help to meet demand for spec. manufacturing and warehouse space in the region.

- 1. Agreement is for the sale and purchase of up to 10.27 acres of land generally described a part of Business Park II parcel II-8 as designated for BCP purposes and shown as development site #5 on the Master Plan map (attached).
- 2. The agreed upon purchase price for the Property is \$25,000 per acre, total acquisition price to be determined on the per acre price upon determination of final acreage per survey, utility easement and road corridors.
- 3. Closing conditions include property to be sold to the Buyer in cover ready condition (BCP status) and that closing shall occur 30 days after the later of (i) the expiration of the 90 day inspection period, or (ii) Seller's delivery of notice to Buyer that Seller has obtained funding to construct future road B9, (as shown on Master Plan map), thus permitting Buyer direct access to the Site. Seller shall have 4 months after the effective date of the PSA to secure funding for the road, funds to be allocated from BB II, ESD approval targeted for 1st quarter of 2021.
- 4. Buyer shall be solely responsible for placement of the soil cover on the parcel to complete remediation requirements per the BCP, no later than March 31, 2026.



- 5. Buyer shall construct a minimum 120,000 sq.ft. light manufacturing/warehouse facility on spec. Project construction must commence within 12 months of the closing date. In the event the Buyer fails to commence construction before the required date the ILDC may purchase the property back for 85% of the purchase price, or, Buyer can extend the construction commencement period for an additional fee of \$5,000, each, for up to two, three-month, extension terms.
- 6. Buyer shall complete the construction of the project within 18 months of the commencement of construction, liquidated damages do apply if project does not meet the construction completion date.
- 7. Buyer shall pay a deposit of 10% of the purchase price upon execution of the PSA.
- 8. Buyer will seek an inducement from the ECIDA for incentives on the project of Sales, Mortgage and Property tax abatements, the approval of which by the ECIDA is a precedent condition to property closing.
 - * Note Parcel II-8 is enrolled in Generation 3 of the BCP program which does not provide any real property tax credits or PILOT payment credits for investment improvements, unlike the TMP parcel/transaction. Parcel II-8 does not have a remedial cover system installed and installation of same will be a required expense of the Buyer under the BCP and as so required to comply with the BCP.
 - ** Note the ILDC has complied with the New York Public Authority Law (PAL) and the ILDC's Property Disposition Policy with respect to the disposition of the Property that included both a public Request for Proposal process and subsequent negotiations related thereto, resulting in the timely issuance of the Disposition Notice to the New York State Authority Budget Office and other entities and individuals required to receive said notice as required under the PAL.

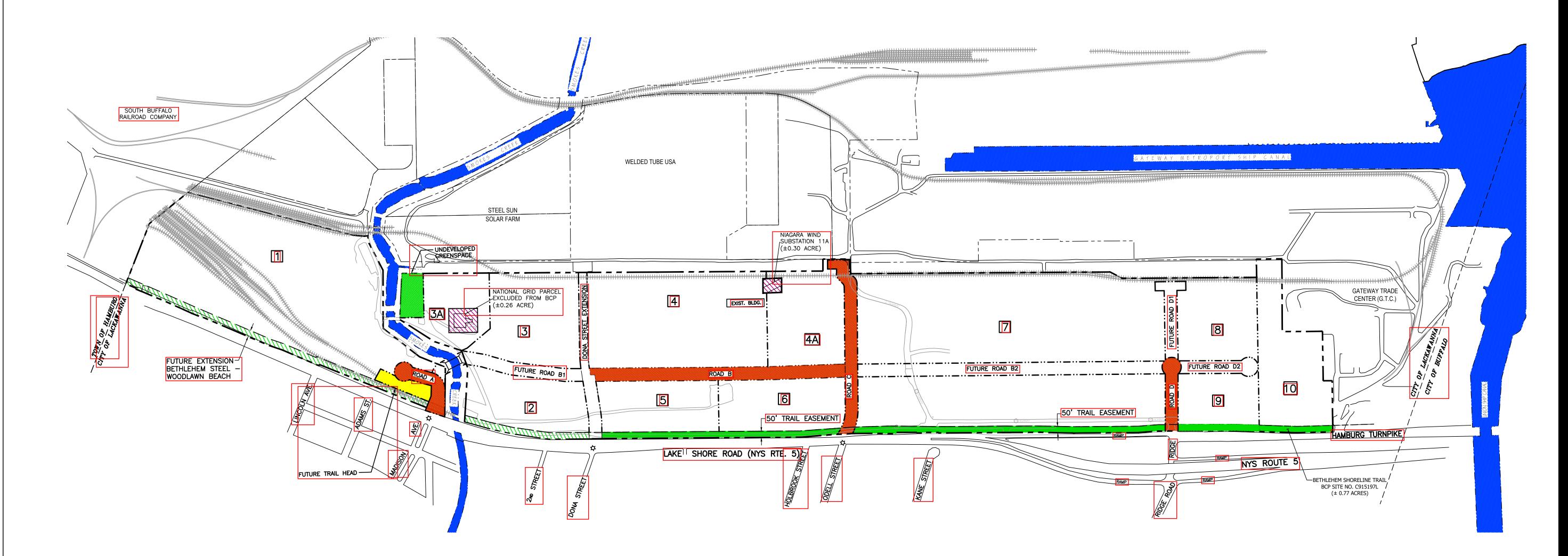
Requested Actions:

- 1. Seeking approval to negotiate and execute an Agreement of Purchase and Sale with Uniland Development Company for the sale and purchase of Parcel II-8 as shown as development site #5 on the Master Plan, for a purchase price of \$25,000 per acre, and to execute all agreements, documents, and certificates as required for the sale of fee title of the property, including required agreements pursuant to the NYS BCP program.
- 2. Seeking a determination that no further SEQRA compliance is required pursuant to 6 N.Y.C.R.R. Section 617.10(d)(1) because the contemplated purchase and sale and spec. building construction will be carried out in conformance with the conditions and thresholds



- established in the ILDC SEQRA Findings and Generic Environmental Impact Statement previously prepared for and approved by the ILDC.
- 3. Seeking confirmation that the proposed sale of property is within the purposes, mission, and statutory authority of the ILDC.
- 4. Seeking ratification and confirmation of the issuance of the Property Disposition Notice.





LOT DATA					
LOT NO.	GROSS AREA (ACRES)	DEVELOPABLE AREA* (ACRES)	EXISTING ZONING		
1	41.5	33.2	BRA-MI		
2	8.8	6.6	BRA-LI		
3	11.5	9.2	BRA-MI		
3A	6.2	5.0	BRA-MI		
4	24.5	19.6	BRA-MI		
4A	9.9	7.9	BRA-MI		
5	8.5	6.4	BRA-LI		
6	9.1	6.8	BRA-LI		
7	67.3	52.7	BRA-LI & BRA-MI		
8	9.2	7.4	BRA-MI		
9	5.8	4.4	BRA-LI		
10	12.4	9.0	BRA-LI & BRA-MI		
SUBTOTAL	214.7	168.2			
ROAD RIGHT OF WAY	23.7	N/A	N/A		
SHORELINE TRAIL & TRAIL HEAD PARKING	11.4	N/A	N/A		
TOTAL	249.8	168.2			

* NOT INCLUDING PROPOSED STREET R.O.W. AND SHORELINE TRAIL EASEMENT

ZONING REQUIREMENTS	BRA-LI	BRA-MI
MINIMUM LOT SIZE	5 ACRES; OR 50 ACRES FOR PUD	8 ACRES, OR 50 ACRES FOR PUD
MINIMUM LOT FRONTAGE	300 FEET	500 FEET
MAXIMUM BUILDING HEIGHT	36 FEET OR 3 STORIES	60 FEET
MINIMUM FRONT YARD	30 FEET/ 50-FOOT SETBACK REQUIRED FROM NYS ROUTE 5 AND HAMBURG TURNPIKE ROW	50 FEET
MINIMUM SIDE YARD	25 FEET	50 FEET
MINIMUM REAR YARD	NA	50 FEET
MINIMUM BUFFER TO SMOKES CREEK GREENWAY CORRIDOR OVERLAY DISTRICT BOUNDARY	50 FEET	50 FEET
MINIMUM BUILDING COVERAGE	15%	18%
MAXIMUM LOT COVERAGE (INCLUDING PARKING)	75%	80%
MINIMUM LANDSCAPING COVERAGE	25%	20%

A-MI	
, OR 50 OR PUD	
T	

	<u>LEG</u>	END:	
	ILDC PROPERTY BOUNDARY	7777777	POTENTIAL EXTENSION OF SHORELINE TRAIL EASEMENT
	PROPOSED LOT BOUNDARY		WATER BODY
2	PROPOSED LOT NUMBER		UTILITY SUBSTATION
	ZONING BOUNDARY		PROPOSED PUBLIC STREET RIGHT-OF-WAY (100')
	EXISTING PRIVATE ROAD		POTENTIAL FUTURE PUBLIC STREET RIGHT-OF-WAY
	RAILROAD TRACK		UNDEVELOPED / GREENSPACE
	50' WIDE EASEMENT BETHLEHEM SHORELINE TRAIL	\$	EXISTING TRAFFIC SIGNAL
PROPOSED 1 ACRE TRAIL HEAD AREA		POTENTIAL FUTURE BRIDGE	

AECOM

PROJECT

Advanced Manufacturing Park - Infrastructure Master Plan

OWNER

Buffalo and Erie County Industrial Land Development Corporation 95 Perry Street, Suite 403 Buffalo, N.Y. 14203

CONSULTANT

www.aecom.com

AECOM 257 West Genesee Street, Suite 400 Buffalo, N.Y. 14202 716-856-5636 tel 716-856-2545 fax

REGISTRATION

ISSUE/REVISION				
I/R	DATE	DESCRIPTION		

PROJECT NUMBER

605568845

SHEET TITLE

CONCEPT INFRASTRUCTURE MASTER PLAN DRAFT - OCTOBER 2019

SHEET NUMBER

BUFFALO AND ERIE COUNTY INDUSTRIAL LAND DEVELOPMENT CORPORATION RESOLUTION

A meeting of the Buffalo and Erie County Industrial Land Development Corporation was convened on January 27, 2021, at 1:00 p.m.

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

RESOLUTION OF THE BUFFALO AND ERIE COUNTY INDUSTRIAL LAND DEVELOPMENT CORPORATION (THE "ILDC") AUTHORIZING THE ILDC TO (i) NEGOTIATE, EXECUTE, AND DELIVER AN AGREEMENT OF PURCHASE AND SALE TO BE ENTERED INTO WITH UNILAND DEVELOPMENT COMPANY TO SELL PARCEL II-8 (AS MORE FULLY DEFINED BELOW); (ii) TO NEGOTIATE, EXECUTE, AND DELIVER AN OPTION AGREEMENT TO SELL A PORTION OF OR ALL OF PARCEL II-11 TO UNILAND DEVELOPMENT COMPANY; (iii) EXECUTE AND DELIVER A BROWNFIELD SITE CLEANUP AGREEMENT AMENDMENT WITH RESPECT TO PARCEL II-8; AND (iv) MAKE A DETERMINATION PURSUANT TO THE STATE ENVIRONMENTAL QUALITY REVIEW ACT

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 owns approximately 130 acres of real property located at the former Bethlehem Steel Corporation Site in Lackawanna, New York (the "BSC Site"); and

WHEREAS, the ILDC has established an infrastructure and master plan for the BSC Site (the "BSC Master Plan"); and

WHEREAS, in compliance with Article 8 of the New York Environmental Conservation Law and the regulations adopted thereto at 6 N.Y.C.R.R. Part 617 (collectively referred to as "SEQRA"), the ILDC acted as SEQRA Lead Agency and on May 27, 2020, the ILDC accepted a Draft Generic Environmental Impact Statement (the "DGEIS") for the BSC Master Plan, on September 23, 2020, the ILDC accepted and issued a Final Generic Environmental Impact Statement ("FGEIS") for the BSC Master Plan, and on October 28, 2020, the ILDC issued and adopted its Findings Statement for

the BSC Master Plan, which, amongst other items, evaluated and authorized a conceptual master plan for the construction of warehousing and distribution facilities, such as the UDC Project (the "Findings Statement" and collectively, with the DGEIS, and the FGEIS, the "ILDC SEQRA Findings"); and

WHEREAS, on February 14, 2020, the ILDC issued a "Request for Proposals for Site Purchase and Development of a Manufacturing/Warehouse Facility" with respect to an approximately 10.27 acre parcel of real property, known as, alternatively, Parcel 5 and/or Parcel II-8 (the "Site") located within the BSC Site and as depicted within $\underline{Exhibit}$ \underline{A} attached hereto (the "RFP"); and

WHEREAS, Uniland Development Company ("UDC") submitted the sole proposal responsive to and consistent with the term of the RFP, including a commitment to construct the contemplated manufacturing and warehouse facility on spec (the "UDC Project"); and

WHEREAS, during the course of negotiations with UDC with respect to the contemplated purchase and sale of the Site, UDC has requested, in the event a determination is made that additional real property is required to facilitate the UDC Project related to obtaining governmental approvals and tenants, an option from the ILDC to purchase all of, or a portion of, Parcel II-11, alternatively referred to as Parcel 6, located immediately adjacent to the northern boundary of the Site (the "Option") and

WHEREAS, consistent with the terms and conditions of the RFP, ILDC staff and leadership and UDC have negotiated the terms and conditions of a contemplated purchase and sale and option agreement (the "PSA") by which the ILDC would sell, and UDC would purchase, the Site, and by which ILDC and UDC would enter into the Option with respect to Parcel II-11; and

WHEREAS, the ILDC desires to authorize the disposition of the Site and the granting of the Option; and

WHEREAS, the Site is included within the New York State Brownfield Cleanup Program (the "BCP") as memorialized by that certain Brownfield Site Cleanup Agreement, as amended from time to time, by and between the ILDC and the New York State Department of Environmental Conservation (the "BSCA") obligating the ILDC to remediate the Site no later than March 31, 2026; and

WHEREAS, upon acquisition of fee title to the Site, UDC intends to immediately thereafter enter into and become a party to the BSCA thus obligating UDC to remediate the Site and thereby ensuring that the ILDC can obtain the benefits and protections of the BCP; and

WHEREAS, in order to appropriately accommodate the needs of the ILDC to properly dispose of the Site consistent with its mission and purpose, it was necessary for the ILDC to negotiate the final terms of the contemplated transfer, rather than accept the responding RFP bid from UDC outright; and

WHEREAS, in accordance with applicable provisions of the Public Authorities Law ("PAL"), the ILDC desires to undertake same as a negotiated disposition of real estate (which is exempt from public advertisement for bids pursuant to PAL Section 2897(6)(c)(v) and obtaining fair market value pursuant to PAL Section 2897(7)(ii)) for which the ILDC is required to issue a Notice of Disposition, not less than ninety days in advance of such disposal of real property, to required recipients pursuant to PAL Section 2897(6)(d) (the "Disposition Notice"); and

WHEREAS, the ILDC obtained an independent appraisal that determined the fair market value of the Site to be approximately \$18,500 per acre and, as provided within its RFP response, UDC proposed a purchase price for the Site in the amount of \$25,000 per acre, producing a purchase price of \$256,750 based on the Site's 10.27 acreage; and

WHEREAS, on December 30, 2020, the ILDC issued the Disposition Notice, and on January 15, 2020, the ILDC issued a supplement to the Disposition Notice, wherein it was specifically noted that the size of the Site is 10.27 acres, but that the actual size of the parcel to be so conveyed to UDC may be smaller in size as it is contemplated that a certain portion of the Site may be dedicated as a public right of way for public roadway and utility construction, and in such an event, the size of the Site could be reduced by as much as 1.86 acres such that the ultimate size of the Site could be 8.41 acres, producing, in such a case, a sales price of \$210,250 based on a \$25,000 per acre sales price; and

WHEREAS, the dimensions of the Site to be sold will ultimately be determined by survey, and the purchase price will be adjusted based on actual dimensions at the proposed \$25,000 per acre purchase price; and

WHEREAS, pursuant to the foregoing, and in accordance with (a) the ILDC's property Disposition Policy and (b) applicable provisions of the PAL, the ILDC desires to (i) authorize the execution and delivery of the PSA, (ii) ratify and confirm the issuance of the Disposition Notice; (iii) authorize the transfer of the Site to UDC in accordance with the PSA; and (iv) authorize an amendment of the BSCA upon the sale of the Site to UDC.

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

Section 1. Based upon a review of the RFP, the proposed UDC Project, the representations made by UDC to the ILDC, and the ILDC SEQRA Findings, the ILDC hereby determines that no further SEQR compliance is required pursuant to 6 N.Y.C.R.R. Section 617.10(d)(1) because the contemplated purchase and sale of the Site and the UDC Project will be carried out in conformance with the conditions and thresholds established in the ILDC SEQRA Findings.

Section 2. The ILDC hereby determines and confirms that the proposed conveyance of fee title to the Site to UDC as herein described is within the purposes, mission and statutory authority of the ILDC.

Section 3. The ILDC hereby ratifies and confirms the issuance of the Disposition Notice.

Section 4. The ILDC hereby approves of the sale of fee title to the Site and the granting of the Option for a purchase price of \$25,000 per acre with the actual purchase price to be adjusted based on the final surveyed dimensions of the Site, and authorizes the Chair, the Vice Chair, the President/Chief Executive Officer, the Vice President, the Chief Financial Officer/Treasurer and/or the Assistant Treasurer (collectively, the "Authorized Officers"), on behalf of the ILDC, to negotiate, execute, and deliver an appropriate PSA setting forth the terms and conditions relating thereto and any other related documents required to accomplish the purposes of this resolution, with such changes, variations, omissions and insertions as authorized by the Authorized Officers, in consultation with the ILDC general counsel, to constitute conclusive evidence of such approval.

Section 5. The ILDC hereby authorizes the Authorized Officers, on behalf of the ILDC, to enter into and amend, as appropriate, the BSCA for the Site to ensure that the ILDC can obtain the benefits and protections of the BCP.

Section 6. The Authorized Officers are hereby authorized and directed for and in the name and on behalf of the ILDC to do all acts and things required and to negotiate, execute and deliver all such certificates, instruments and documents, to pay all such fees, charges and expenses and to do all such further acts and things as may be necessary or, in the opinion of the Authorized Officer so acting, desirable and proper to effect the purposes of the foregoing resolutions and to cause compliance by the ILDC with all of the terms, covenants and provisions of the documents executed for and on behalf of the ILDC.

Section 7. Any and all prior actions taken by the ILDC with respect to the contents of these resolutions are hereby ratified and confirmed.

<u>Section 8</u>. These resolutions shall take effect immediately.

Dated: January 27, 2021

EXHIBIT A

Parcel II-8

(See the following page)

