

GLDC Meeting Minutes - June 19th, 2025

EDGE Offices

4pm

Members Present: Jim Cusack, Deb Grogen, Frank Vetrone, Elis DeLia, Kevin Martin, Mike Manuele, Chad Lawrence, Evan DeGennaro, Erin Weinman

EDGE/GLDC Staff Present: Frank Sanzone, Marc Barraco, Rachel Hadden, Shawna Papale, Maureen Carney, Nick Bruno, Jeff Rehler, Mark Kaucher, CJ Hanrahan

Call to Order: Meeting Called to Order: 3:58 pm.

Previous Meeting Minutes: May Meeting Minutes Approved – Motion by Jim Cusack, Seconded by Deb Grogan

May Financial Report Overview:

- Financial activity for May remained within expected norms, with no significant deviations outside routine operations. However, the budget reflects some variances due to the anticipated sale of CGR, which has not yet occurred.
- Board Discussion:
 - Jim inquired about the increase in current liabilities and decrease in revenues, specifically in relation to the Kelberman project.
 - Maureen provided clarification, noting that the financial activity tied to the Kelberman project accounts for the observed changes and is being monitored accordingly.

Approve Financials: Motion by Jim Cusack and Seconded by Deb Grogan. Approved.

New Business:

Frank provided an update on the remediation and demolition of Building 212:

- **Initial Estimate & Procurement:**

Frank initially received a rough estimate of ~\$470,000 from Mike Roger for the demolition. Following Jeff's recommendation to follow procurement protocols, bids were solicited from three contractors. Two declined, but the selected contractor submitted a competitive bid of **\$447,000**, saving EDGE a significant amount.
- **Additional Costs & Compliance:**

The project includes **\$89,000** for environmental monitoring by Atlantic Testing. The

contractor is compliant with **Davis-Bacon requirements**, and the total cost remains well below the initial estimate.

- **Funding Source:**

The project is being funded through EDGE's **EPA Revolving Loan Fund**, approved by the GLDC board. The loan terms are favorable—**1% interest over 12 years**.

- **Urgency & Safety:**

The building has been condemned and poses a safety hazard, reinforcing the need to proceed quickly. EDGE is awaiting final approval from the **EPA** to begin demolition.

- **Debt & Budget Implications:**

Once the **AIS sale** is finalized and **Cardinal Breakfast** is sold, GLDC will have minimal remaining debt tied to revenue-generating assets. This will significantly improve EDGE's operating budget, which has been constrained by **\$700,000 in annual debt service**.

- **Next Steps:**

The board approved **Redner's bid** for the demolition. Additional options for managing leftover funds from the AIS sale will be presented to the board once CPA confirmation is received.

Indus Project Overview & Bid Approval

- **Bid Approval:**

The board approved the bid with support from **Kevin and Frank V.**

- **Project Background:**

The Indus Group is proposing a **hotel development** on a challenging parcel of land. The site is considered **isolated and difficult to market** to other developers due to its layout and location.

- **Development Standards & Protections:**

The parcel is subject to **strict zoning and deed restrictions**, which prohibit certain uses (e.g., drive-throughs). These restrictions are aligned, giving EDGE the ability to **oppose zoning variances** and **enforce deed covenants** if necessary.

- **Developer Intent & Track Record:**

The developer has expressed strong motivation to move forward with the hotel project. He has a **positive reputation**, with successful Marriott developments in the **Rochester area**, including recent projects in **Henrietta and Webster**. Feedback from GRE (EDGE's counterpart in Rochester) has been favorable.

- **Safeguards & Timeline:**

The development agreement includes a **two-year build requirement**. If the project isn't initiated within that timeframe, EDGE retains the **right to reacquire the parcel**, ensuring land isn't banked indefinitely.

- **Strategic Importance:**

Staff emphasized that selling the parcel as a whole is more beneficial than subdividing, which could reduce its value and complicate future development. The current plan protects EDGE's interests and supports long-term economic development goals.

- Meeting was adjourned at 4:17pm.