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COUNTY OF ERIE

MARK C. POLONCARZ

COUNTY EXECUTIVE

May 22, 2015

Erie County Legislature
92 Franklin Street, 4th Floor
Buffalo, New York 14202

RE: Retaining a Consultant to Perform an Agribusiness Park Feasibility Study

Dear Honorable Members:

Enclosed please find a memorandum and proposed resolution seeking authorization to contract for services to retain a consultant to perform an Agribusiness Park Feasibility Study.

Should your Honorable Body require any further information, I encourage you to contact Kenneth J. Swanekamp, Director of Business Assistance at the Department of Environment and Planning. Thank you for your consideration on this matter.

Sincerely yours,

A handwritten signature in black ink, appearing to read "Mark C. Poloncarz", with a long, sweeping flourish extending to the right.

Mark C. Poloncarz, Esq.
Erie County Executive

MCP/cw
Enclosure

cc: Maria R. Whyte, Commissioner

MEMORANDUM

To: Honorable Members of the Erie County Legislature
From: Department of Environment and Planning
Re: Retaining a Consultant to Perform an Agribusiness Park Feasibility Study
Date: May 22, 2015

SUMMARY

The Department of Environment and Planning is seeking authorization for the County Executive to enter into a contract with the firm of Clark Patterson Lee (CPL) in an amount not to exceed \$137,500 for the purpose of obtaining services to perform an Agribusiness Park Feasibility Study.

FISCAL IMPLICATIONS

The previously approved 2014 Erie County Capital Budget includes \$350,000 for this effort in project A.14012.

REASONS FOR RECOMMENDATION

Erie County desires to promote the agriculture industry and associated processing industries in the County. Erie County is home to many farms, and food and beverage processing operations. It is the goal of this study to understand industry trends and opportunities in order to take advantage of strategic opportunities.

BACKGROUND INFORMATION

The County of Erie and its partners including the Erie County Industrial Development Agency, the Buffalo Niagara Enterprise, the Buffalo Niagara Partnership, New York Empire State Development, and the Cornell Cooperative Extension have worked together at various times on projects to promote and expand the agriculture industry sector. In this project, all of these entities have been involved in the effort to develop goals and select a firm to assist in obtaining the consulting help needed to make decisions on where to locate an agriculture industrial park or parks, and how to best promote Erie County as a prime location for agriculture projects.

CONSEQUENCES OF NEGATIVE ACTION

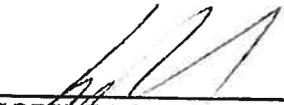
If authorization is not granted, the County will not be able to enter into a contract with a consulting firm for the purpose of proposing sites of an Agriculture Industrial Park and determining the necessary characteristics of a countywide agriculture effort.

STEPS FOLLOWING APPROVAL

Upon approval of the resolution, an agreement with the firm of Clark Patterson Lee (CPL) will be developed with a scope of work outlining what services are to be provided.

COMPTROLLERS OFFICE REVIEW

The proposed legislation has been reviewed by the Office of the Comptroller and is related to an authorized Capital Project A.14012 for which there are sufficient account balances for the action proposed.



GREGORY GACH
Deputy Comptroller

A RESOLUTION SUBMITTED BY:
DEPARTMENT OF ENVIRONMENT AND PLANNING

RE: Retaining a Consultant to Perform an
Agribusiness Park Feasibility Study

WHEREAS, Erie County is the home to many farms, and food and beverage processing operations, and desires to promote the agriculture industry and associated processing industries in the County; and

WHEREAS, it is the goal of this study to understand industry trends and opportunities in order to take advantage of strategic opportunities; and

WHEREAS, the County of Erie and its partners including the Erie County Industrial Development Agency, the Buffalo Niagara Enterprise, the Buffalo Niagara Partnership, New York Empire State Development, and the Cornell Cooperative Extension have worked together in the effort to develop goals and to assist in obtaining the consulting help needed to make decisions on where to locate and agriculture industrial park or parks and how to best promote Erie County as a prime location for agriculture projects; and

WHEREAS, Erie County has solicited proposals from qualified planning and site selection firms for proposals to locate a new agriculture industrial park site or sites; and

WHEREAS, Erie County has conducted a review and selection process of the proposals that have been received for the Erie County Agribusiness Park Feasibility Study.

NOW, THEREFORE, BE IT

RESOLVED, that the County of Erie and the County Executive, is authorized to enter into agreements with Clark Patterson Lee (CPL) or other entities as appropriate, in amounts not to exceed \$137,500, to obtain services for Erie County to prepare planning and design documents associated with location, purchase and/or construction of an Agriculture Industrial Park, and the development and promotion of the County as a preferred site for agricultural projects; and be it further

RESOLVED, that a total amount of \$125,000 be allocated from SAP Project No. A.14012, Agriculture and Rural Area Project Planning Project; and be it further

RESOLVED, that the County Executive be authorized to establish a project contingency and execute change orders in amounts not to exceed \$12,500 also allocated to SAP Project No. A.14012; and be it further

RESOLVED, that certified copies of this resolution be sent to the County Executive's Office; the Director of the Division of Budget and Management; the Comptroller's Office; the Commissioner of the Department of Environment and Planning, and the County Attorney.

Section iv

The scoring matrix showing the votes of each selection committee member and the tabulated total and average scores and rankings, with provision for an approval line by the Deputy County Executive

Consultant	Pricing	Reviewer Rankings							Ranking
		1	2	3	4	5	6	7	
Clark Patterson Lee	\$119,900.00	1	1	1	1	1	1	1	1
Wendel Companies	\$122,400.00	2	2	2	2	2	2	2	2
Newmark Grubb Knight Frank	\$208,000.00	1	1	5	4	2	6	3	3
AJS Cap Solutions	\$636,563.00	4	3	1	5	5	2	4	4
Informa Economics	\$202,040.00	2	1	4	6	1	4	5	5
KHEOPS	\$143,500.00	6	2	2	3	-	5	5	6

Short listed and Interviewed - ranking reflects post interview scoring



MARIA R. WHYTE
Deputy County Executive

Section vii

Minutes from the interviews with the finalist firms

**Consultant Selection Committee
Erie County Agribusiness Park Feasibility Study
March 4, 2015
Rath Building, Room 1004
Interview Notes**

Attendees: Graham Smith, Carolyn Powell, Mike Ball, Cheryl Thayer, John Cappellino, Ken Swanekamp, Mark Rountree

Wendel Companies

Attendees: Andrew Reilly, Orest Ciolko, Muffett Mache George

1. Sub-consultants will be D.W. Block Associates and WWS Planning
2. Wendel has 200 employees locally and has been in operation for 75 years
3. D.W. Block Associates is a nationally recognized expert in agricultural markets
4. WWS Planning has worked on multiple agricultural and farmland protection plans and is experienced with communicating with farmers
5. Orest highlighted the following areas relevant to this project
 - a. Experience with municipal engineering
 - b. 24 years with Wendel
 - c. Site selection – several data centers including Yahoo!
 - d. Site development -- worked on the development of multiple industrial parks within the Region
 - e. Will be the project manager
6. Communication on a weekly basis to keep the project moving forward
7. A former Ciminelli real estate executive who now works for Wendel will assist with the site selection

Q) What industry knowledge and contacts do you have?

A) D.W. Block has extensive industry knowledge and connections from working with some of the large agribusiness companies like Monsanto. Wendel has significant experience with waste water treatment plants and water line construction.

Q) Who would be doing the site selection piece within your team?

A) Orest has experience with site selection

Q) D.W. Blocks experience appears to be all international or west coast, with very little experience on the east coast, do they have any experience with the east coast/ Midwest.

A) Yes, they have worked in PA. Many of the west coast farmers are considering relocating to the Midwest or east coast due to the drought situation.

Clark Patterson Lee with sub-consultants Shepstone and Fairweather

Attendees: Rick Henry and Andrew Kosa

1. Worked extensively on the development of the Genesee County Agribusiness Park
2. Andrew was the Project Manager on the Genesee County Agribusiness Park
3. The Genesee County project stated 8 years ago. It has been successful because they guarantee shovel in the ground within 45 days.
4. Emphasized the importance of the Steering Committee involvement throughout the process and establishing group consensus
5. Importance of marketing the site, establish a clear vision and stick to it. In the case of Genesee County, they were approached to use the Agribusiness Park site for a non-agribusiness use and they turned it down.
6. Clark Patterson Lee's strength is site analysis
7. Importance of establishing an achievable action plan with realistic goals
8. Steering Committee involvement in the development of the action plan throughout the process with responsibility for the components established early with input from the responsible party.
9. Importance of establishing community and political officials buy in early so there are no surprises.
10. What separates us from our competition?
 - a. Day 1 we become a partner in the project, we are not always on the clock. We will continue to do site visits with prospective companies after the contract is over.
 - b. Our experience with developing agribusiness parks in Genesee County and working with multiple agribusinesses
 - c. Experience with handling scrutiny and building community and group buy in

Q) What lessons did you learn from your experiences in Genesee County?

A) Importance of the following:

- Diversity of parcel layout options (30 – 50 acre parcels)
- Having flexibility with water and sewer capacity, because it is difficult to know the company needs before they come
- Establish enough right of way for utilities and transportation modifications
- Focused vision

Q) What is the role of Fairweather and Shepstone in the Study?

A) They will be providing market and economic analysis services. They have industry connections and knowledge of agricultural trends in New York State

Q) Can you explain how you intend to involve the local agriculture community in the process?

A) I think you have to look at who your suppliers will be, in Genesee County we had a great relationship with Oatka Dairy Cooperative.

Q) What is included and not included in the cost?

A) We included concept plans and rendering in the cost. It does not cost us much or take too much time, but it really helps in explaining the project to community groups and officials.

Q) Can you provide an example of where you did not get a company in Genesee County and why?

A) We lost a ethanol plant to Orleans County because we did not have the low cost hydropower.

Q) Are you familiar with water and sewer in Erie County?

A) Yes, we have good relationships with the Erie County Division of Sewage Management and the Water Authority.

Vote

Vote on first and second choice

Firm/ Reviewer	1	2	3	4	5	6	7
Wendel Companies	2	2	2	2	2	2	2
Clark Patterson Lee	1	1	1	1	1	1	1

Clark Patterson Lee was selected unanimously