

**COUNTY OF CATTARAUGUS
INDUSTRIAL DEVELOPMENT AGENCY**

BOARD MEETING MINUTES

**Tuesday, July 25, 2017
Olean Business Development Building
3rd Floor – Laine Board Room. – Olean, NY
11:15 a.m.**

Roll Call: -Taken-

Members

Present:

Mr. Joseph Higgins
Mr. Brent Driscoll
Mr. Greg Fitzpatrick
Mr. Michael Wimer
Mr. Joe Snyder
Mr. Vergilio Giardini

Excused:

Mr. Thomas Buffamante - Chairman

CCIDA Staff:

Mr. Corey R. Wiktor, Executive Director
Mr. George Cregg, Jr., CCIDA Legal Counsel

Presenters/Guests:

Mr. Rick Miller – *Olean Times Herald, Newspaper*
Mr. Laura Solly – *The Villager, Newspaper*

Vice Chairman, Joseph Higgins called the meeting to order at 11:17 a.m.

A roll call of the Board of Directors of the CCIDA was taken; Mr. Buffamante was excused due to prior commitments (work).

APPROVAL OF MINUTES:

A Motion was made by Gregory Fitzpatrick, with a second by Brent Driscoll to accept the June 6, 2017 CCIDA Board Meeting Minutes as presented to the CCIDA Board. **Motion Carried**

A Motion was made by Vergilio Giardini, with a second by Brent Driscoll to accept the June 15, 2017 CCIDA Board Meeting Minutes as presented to the CCIDA Board. **Motion Carried**

***Resolutions from prior Application/Project that are in process:**

-Six Smiths Properties, LLC: A Public Hearing for this proposed project (June 6, 2017 Application) was conducted at 9:30 a.m. on July 7, 2017 at the Randolph Town Hall, Main Street, Randolph, NY. Minutes of the public hearing were included in your packets for your review. For the record, Mr. Reid Smith, project developer/owner, was in attendance at this public hearing. No comments were received prior to or after the public hearing regarding this proposed project.

RESOLUTIONS:

A Motion was made by Brent Driscoll, seconded by Joseph Snyder, **RESOLUTION DETERMINING THAT ACTION TO UNDERTAKE A PROJECT FOR THE BENEFIT OF SIX SMITHS PROPERTIES LLC IS A “TYPE II ACTION” AND NO FURTHER ACTION IS REQUIRED UNDER SEQRA WITH RESPECT THERETO.** A Roll Call vote was taken with, Mr. Driscoll, Mr. Fitzpatrick, Mr. Giardini, Mr. Higgins, and Mr. Snyder voting yes. Mr. Buffamante and Mr. Wimer were excused. **Motion- Carried.**

A Motion was made by Joseph Snyder, seconded by Brent Driscoll, **RESOLUTION (A) DETERMINING THAT THE PROPOSED SIX SMITHS PROPERTIES LLC PROJECT IS A COMMERCIAL PROJECT AND (B) MAKING CERTAIN FINDINGS REQUIRED UNDER THE GENERAL MUNICIPAL LAW.** A Roll Call vote was taken with, Mr. Driscoll, Mr. Fitzpatrick, Mr. Giardini, Mr. Higgins, and Mr. Snyder voting yes. Mr. Buffamante and Mr. Wimer were excused. **Motion- Carried.**

A Motion was made by Brent Driscoll, seconded by Joseph Snyder, **RESOLUTION AUTHORIZING EXECUTION OF DOCUMENTS IN CONNECTION WITH A LEASE/LEASEBACK TRANSACTION FOR A PROJECT FOR SIX SMITHS LLC (THE “COMPANY”).** A Roll Call vote was taken with, Mr. Driscoll, Mr. Fitzpatrick, Mr. Giardini, Mr. Higgins, and Mr. Snyder voting yes. Mr. Buffamante and Mr. Wimer were excused. **Motion- Carried.**

-Steel Winds LLC: Public Hearings for these proposed projects (June 15, 2017 Applications) were held on July 7, 2017 at the Olean City Hall, Olean, NY The Solean West Public Hearing was held at 11:45 a.m., the Solean Public Hearing was held at noon, and the Homeridae Public Hearing was held at 12:15 p.m. The only person in attendance was Rick Miller from the Olean Times Herald.

Mr. Wiktor and Mr. Cregg discussed recent updates with the IDA Board in regards to the proposed project. Notices of Deviation were sent to all impacted Taxing Jurisdictions, and Mr. Wiktor has had many discussions with the Mayor, City Aldermen, the County and the Olean City School District in regards to the proposed IDA PILOT and it relates to the proposed projects.

The Board, assuming all goes well and as planned, could be able to make a determination of support by the September IDA Board meeting. Additional meetings and discussions will be taking place over the next several weeks. The Board will be kept apprised of the outcomes of those discussions.

RESOLUTIONS:

A **Motion** was made by Joseph Snyder, seconded by Brent Driscoll, **RESOLUTION AUTHORIZING THE EXECUTIVE DIRECTOR TO SEND A LETTER TO THE CHIEF EXECUTIVE OFFICERS OF THE AFFECTED TAXING ENTITIES INFORMING THEM OF A PROPOSED DEVIATION FROM THE AGENCY’S UNIFORM TAX EXEMPTION POLICY IN CONNECTION WITH THE PROPOSED STEEL WINDS LLC. – 1470B PV LLC PROJECT – SOLEAN WEST.** A Roll Call vote was taken with, Mr. Driscoll, Mr. Fitzpatrick, Mr. Giardini, Mr. Higgins, and Mr. Snyder voting yes. Mr. Buffamante and Mr. Wimer were excused. **Motion- Carried.**

A **Motion** was made by Joseph Snyder, seconded by Brent Driscoll, **RESOLUTION AUTHORIZING THE EXECUTIVE DIRECTOR TO SEND A LETTER TO THE CHIEF EXECUTIVE OFFICERS OF THE AFFECTED TAXING ENTITIES INFORMING THEM OF A PROPOSED DEVIATION FROM THE AGENCY’S UNIFORM TAX EXEMPTION POLICY IN CONNECTION WITH THE PROPOSED STEEL WINDS LLC. – 1406RB PV LLC PROJECT – SOLEAN.** A Roll Call vote was taken with, Mr. Driscoll, Mr. Fitzpatrick, Mr. Giardini, Mr. Higgins, and Mr. Snyder voting yes. Mr. Buffamante and Mr. Wimer were excused. **Motion- Carried.**

A **Motion** was made by Joseph Snyder, seconded by Brent Driscoll, **RESOLUTION AUTHORIZING THE EXECUTIVE DIRECTOR TO SEND A LETTER TO THE CHIEF EXECUTIVE OFFICERS OF THE AFFECTED TAXING ENTITIES INFORMING THEM OF A PROPOSED DEVIATION FROM THE AGENCY’S UNIFORM TAX EXEMPTION POLICY IN CONNECTION WITH THE PROPOSED STEEL WINDS LLC. – HOMERIDAE LLC.** A Roll Call vote was taken with, Mr. Driscoll, Mr. Fitzpatrick, Mr. Giardini, Mr. Higgins, and Mr. Snyder voting yes. Mr. Buffamante and Mr. Wimer were excused. **Motion- Carried.**

***CCIDA Active Project Update: Win-Sum Ski Corp.**

-Sale Leaseback Application: Win-Sum Ski Corp. has asked the County of Cattaraugus Industrial Development Agency (CCIDA) to consider their application for the purchase/construction of various improvement projects within the Resort.

Win-Sum Ski Corp. will be adding 75 new automated snow guns, 1-600 Grooming tractors, construction of a new 480 sq. ft. warming hut on Cindy's Mountain, renovations and upgrades to the Inn, purchase of new golf carts, general slope work, improvement to the arrival and drop-off area of the Resort, various computer hardware/software (IT), new mowers for the gold course/slopes and general improvements and purchases to help maintain and improve the four-season Resort. The benefits for this project will be sales tax exemptions only on the furnishings, fixtures, and equipment.

Local tradesmen are being used (approximately 35 hired) for the entire project. Employment numbers are over 1,000 PT/FT Seasonal during peak season. The total project investment/cost will be \$3,100,000. Mr. Wiktor had pictures to show the CCIDA Board Members of the work that is being completed on this latest project.

CCIDA Lease Extension:

Mr. Wiktor discussed with the CCIDA Board the renewal/extension of the Five (5) year lease for our office space that is due to expire on July 31, 2017. The landlord has proposed renewing the lease for another five (5) year term with no price increase.

A Motion was made by Michael Wimer, seconded by Joseph Snyder to sign a lease extension with 4646 Genesee LLC, our landlord for an additional Five (5) years with no price increase. Rent will remain at \$1350.00 per month. A Roll Call vote was taken with, Mr. Driscoll, Mr. Fitzpatrick, Mr. Giardini, Mr. Higgins, and Mr. Snyder voting yes. Mr. Buffamante and Mr. Wimer were excused. **Motion- Carried.**

FINANCIAL REPORT:

June Income: The IDA received \$593.00 from Sales tax letters for Win Sum Ski Corp.

-Mr. Wiktor noted that \$100,000 has been deposited in Key Bank that will be used to open a new money market account, which will earn higher interest rates.

-We currently have four (4) projects in the closing phases and anticipate some of these projects to close within the third quarter of 2017. North Delaware Holdings, LLC recently closed with the IDA, procuring \$7,438 income. This amount will be reported on the July's statement. Kreinheder Properties/S&G Company LLC Project in Little Valley, NY recently closed as well. \$53,125 in income will also be reflected in the July financial statements.

Mr. Wiktor reported that the Olean Gateway project is on track to close by the end of the year. This is great news as we have been working with the developer for the past couple of years.

A Motion was made by Vergilio Giardini seconded by Brent Driscoll to approve the June 2017 Operating Statements as prepared. **Motion – Carried**

-Next, Board Member Mr. Snyder distributed to the CCIDA Board the Cattaraugus County Profile for 2017, completed by Cornell University, which paints potentially a distressing picture for Cattaraugus County population, employment numbers-jobs, and annual salaries over the next decade.

The Board reviewed the Report that discussed population trends and workforce trends that would have a very costly scenario if their projections were to play out. The Board had a very engaging discussion on this report and various ideas and thoughts were presented.

-Internal (IDA Meetings/Discussions):

- ✓ Recently submitted a property site request from a local real estate firm that is looking for land to construct a 200,000 sq. ft. facility. Various sites submitted, will be hosting a meeting in the next couple of weeks with realtor.
- ✓ Additional meeting setup with Mark Storch with Arcadia Energy to discuss proposals for on-site generation plants to assist area manufactures' and businesses.
- ✓ Conducted a conference call with Senator Young in regards to various proposed projects and area Companies to discuss ways that we can connect the State to them for additional assistance. In person meeting setting up for August.
- ✓ Met with two local "tourism destination facilities" to review and complete an application for the IDA to consider. Proposing to be on future IDA Board meeting Agendas.
- ✓ Congratulations to Mr. West Long and his Team at *Good Times of Olean*, as this is their 3 Year Anniversary of being open. A \$6 M investment with over 65+ jobs to date have been created.
- ✓ Congratulations to Mr. John Hutchins and his Team at *The Woods at Bear Creek*, as this is their 4 Year Anniversary of being open. A \$3 M investment with over 30+ jobs to date have been created.
- ✓ Set up meeting with Mr. Vito Casoni, with The Service Manufacturing Group/Har-Son Manufacturing with Crystal Abers to discuss a possible project.
- ✓ Economic Development Team Presentation was held at JCC-Cutco Theater on June 8th. A very well attended session, a second similar event will be held this coming Fall. Various Agencies, County, State and Federal economic development Agencies attended the event.
- ✓ Hosted the "Ellicottville DRI" Meeting on June 8th, involving various local stakeholders and elected Officials to grow and asses the economic climate in Ellicottville.
- ✓ Conference call with Western Regional Loan Corp. to discuss 2 loans to area manufactures'.
- ✓ Attended all Cattaraugus County Economic Development Team meetings in June and July.
- ✓ Met with Jill Stady and Crystal Abers at Billings Sheet Metal to discuss our programs and incentives, and also had a plant tour there.
- ✓ Met with Kinley Construction to review the "Field of Dreams" Project in Allegany. Also discussed a possible commercial construction project with them.
- ✓ Attended the Olean Business Development Board Meeting.

- ✓ Met with Jeff Belt for a meeting in Olean to discuss his Adaptive Reuse Projects and area development ideas, etc.
- ✓ Met with Kevin Loewke with Loewke Brill, to discuss options for the IDA to consider, relating to local labor policy. More information to follow.
- ✓ Met with Tom Barrett from Kulback's Construction to discuss a possible project within the County. A second meeting is scheduled.
- ✓ Attended the Cattaraugus County Business Development Corp. (BDC) Board meeting.
- ✓ Met with Joanne Campanga with Bank of America to discuss financing options for a few potential projects within the County.
- ✓ Attended the Workforce Investment Board (WIB) meeting.
- ✓ Met with Crystal Abers and Charlie Davis, Supervisor town of Ashford to discuss ideas for a possible solar project.
- ✓ Met at Cooper Power/Eaton with Crystal Abers to follow up in regards to a possible application to the IDA & County.
- ✓ Met at Total Piping Solutions (TPS) with Crystal Abers as well, to discuss and review plans for a possible expansion project at their facility.
- ✓ Discussed with Mr. Jon Burgess from Devin Development a new tenant at the former Dal-Tile Facility. This is good news! This new lease tenant will also create roughly 8/10 new jobs at the site.
- ✓ Met with Horace Gioa to discuss ideas in deal structuring.
- ✓ Met with Tim Hughes from C & S Engineers to discuss a few projects and ways they may be able to assist our project applicants.
- ✓ Met with Ed Hummel (EDA), Richard Zink and Crystal Abers at TPS to review and discuss ways that EDA could help with the water line need that TPS requires for their anticipated expansion.
- ✓ Met with Mayor Aiello to discuss and review various projects and developments in the City of Olean, to keep him apprised.
- ✓ Attended the WRC Board Meeting at ECIDA.
- ✓ Met with Jeff Belt at SolEpoxy to discuss his current adaptive reuse project, Sunny Olean and also discussed a possible future project/investment.
- ✓ Met with Kevin Hayes from Savarino Development to discuss a possible project within the County.
- ✓ Met with Will Mason from Canisius College. I was asked to be part of a Leadership Board, which would allow a great path to networking with various business owners and leaders.
- ✓ Met with Crystal Abers and Murphy Tom in Olean to discuss Mr. Tom's movie and film endeavors, and his plans to put Olean and the County on the map in relation to film making.
- ✓ Met with Doug Anderson who is considering a very significant commercial project in Ellicottville.
- ✓ Attended the Town of Freedom (Alle-Catt) Wind open house and meeting. Also met with Mr. Davis, Mr. Boberg and Crystal Abers in regards to development opportunities on some land in West Valley.
- ✓ Meeting with Crystal Abers and Pat Cullen to discuss a possible project in Village of Cattaraugus.

-External (Points of Interest relating to the CCIDA):

- ✓ **2017 Mid year update to Legislatures:** Packets were provided to each member of the Cattaraugus County Legislature to update mid-year 2017.
- ✓ **Entrepreneurs attend business development session.** Article by Rick Miller on June 10, 2017. Regional economic development event at JCC.
- ✓ **Alle-Catt Wind Farm:** Open houses held on Tuesday, July 18, 2017 at the host community of Freedom. Maps were on display, many individual meetings held with community members.
- ✓ **Invenergy:** Alle-Catt Wind Farm breakdown of benefits of the proposed projects.
- ✓ **Invenergy in New York:** Economic Impact flyer relating to the proposed projects.
- ✓ **Olean Times Herald Article:** by: Rick Miller dated: June 17, 2017 “*Four towns in two counties eyed for up to 130 Wind Turbines.*”
- ✓ **Capital Conversations:** Congressman Collins Briefing to be held on August 1, 2017 in regards to Cross Boarder issues.
- ✓ **Annual Cattaraugus County Planning Board Dinner:** Dinner to be held at the St. Bonaventure Clubhouse on Wednesday, July 26, 2017.
- ✓ **Business Cards :** New business cards being printed with Ellicottville office on the front and Olean Satellite Office on the back.
- ✓ **IEvolve –** Meeting with IEvolve to discuss the restructuring of the CCIDA Website by their firm. I will be obtaining various price quotes and ideas.
- ✓ **Business First Article** - by: Paul Lane, on June 30, 2017 “*Craft Breweries Ranked by Barrels produced in 2016*”.
- ✓ **Business First Article:** dated: June 7, 2017, “*Four Issues St. Bonaventure University President to tackle*”. Also will be setting up a meeting with the new President.
- ✓ **Leadership Cattaraugus- Leadership Summit:** “*Southern Tier Leadership Summit*” to be held on August 3, 2017. Please let us know if you would like to attend.
- ✓ **Cattaraugus-Allegany Workforce New York:** Workforce Development Board Director’s Report. Recent updates from the WIB.
- ✓ **Cattaraugus-Allegany Workforce New York:** Recent Cattaraugus One Stop Successes – June 2017
- ✓ **Hiring Event:** Cattaraugus Career Center, Olean, NY on June 30, 2017 by the Department of Labor. 10 Companies attended.
- ✓ **Article by Buffalo News:** dated: June 6, 2017 “*Free health, dental care offered this weekend at St. Bonaventure University*”. RAM event. First one ever in NYS.

ADJOURNMENT:

A Motion to adjourn the CCIDA Board Meeting was made by Joseph Snyder seconded by Gregory Fitzpatrick at 12:58 p.m. **Motion-Carried.**

***The next CCIDA Special Board of Directors meeting: Thursday, September 19, 2017 at 11:15 a.m. at the CCIDA Office in Ellicottville, NY**