

**COUNTY OF CATTARAUGUS  
INDUSTRIAL DEVELOPMENT AGENCY**

**BOARD MEETING MINUTES**

**Tuesday, June 11, 2019  
CCIDA Offices  
Ellicottville, NY  
11:15 a.m.**

**Roll Call:**    -Taken-

**Members**

**Present:**

Mr. Thomas Buffamante - Chairman  
Mr. Brent Driscoll  
Mr. Vergilio Giardini  
Mr. John Stahley

**Excused:**    *(Work related)*

Mr. Joseph Higgins  
Mr. James Snyder  
Mr. Michael Wimer

**CCIDA Staff/Counsel:**

Mr. Corey R. Wiktor, Executive Director CCIDA

**Guests:**

Mrs. Crystal Abers – *Economic Development Planning & Tourism*  
Mr. John Thomas – *The Villager, Newspaper*  
Mr. Richard Zink – *Southern Tier West Director*

Chairman, Thomas Buffamante called the meeting to order at 11:15 a.m.

A roll call of the Board of Directors of the CCIDA was taken Mr. Buffamante, Mr. Driscoll, Mr. Giardini, and Mr. Stahley were Present. Mr. Higgins, Mr. Snyder, and Mr. Wimer were excused for business/work related meetings.

### **APPROVAL OF MINUTES:**

**A Motion** was made by Brent Driscoll with a second by John Stahley to accept the April 30, 2019 CCIDA Board Meeting Minutes as presented to the CCIDA Board. **Motion Carried**

### **\*Presentation update on Southern Tier Angel Fund & YEA! By Richard Zink\***

Mr. Wiktor first introduced Mr. Richard Zink, Director of Southern Tier West whom had been invited to give a presentation in regards to the Angel Fund. Mr. Wiktor stated that last year in June 2018 Richard initially presented to the IDA Board about this proposed fund. The purpose for this presentation is to update the Board on its milestone completed year to date and to seek possible IDA investment in this very much needed endeavor and fund.

Over the past several months, in conjunction with a consortium of potential investors Richard has begun researching and looking to create an “Angel Investor” fund between Chautauqua, Cattaraugus, and Allegany Counties. There is a need within our Region for this type of funding/investing especially with new startup businesses.

Richard stated that he is looking at raising \$500,000 with 20 entities going into an LLC. This will be created by a commitment of \$25,000 per entity with 10% up front of \$2,500. Richard advised that they are over half way there of having the 20 shares purchased and committed to.

One area that Richard would like to strive to assist is for companies that are changing ownership this fund could make it possible for employees to purchase the company and keep the jobs and business local. Richard mentioned that this would be a long-term investment before any return which could be as much as 5-10 years.

Mr. Zink stated that he is working with a Consultant from Rain Source Capital that has set-up approximate 43 of these types of funds in other areas. Rain Source Capital for a fee, sets up the fund and starts the interview process for qualified companies to be considered for the funds. In other words, Rain Source Capital gets things running smoothly for the first 3-5 years and then they it will be up to the investors to keep things running going forward.

Mr. Wiktor asked the Board to consider the purchase of a share/investment from the CCIDA. The Board wanted additional information before they make a decision in regards to the Boards investment. The Board decided to further review this investment opportunity at the July 30th CCIDA Board Meeting.

Mr. Wiktor next touched on the YEA Investor Panel competition held in April 2019. This is a very exciting panel to be a part of and also very rewarding.

Five top young entrepreneurs pitched their own business ideas to a panel of real investors at the event held in the Cutco Theater on Jamestown Community College's Cattaraugus County Campus. This is the second year of this program. In May, the local winner will advance to the national competition along with local winners from around the country.

Mr. Zink stated that approximately 15 students have completed this program and have learned valuable information in regards to entrepreneurship. This program touches on various areas of business ownership such as marketing your business ideas to keeping the financial books for your business and how to approach other investors as the business moves forward and grows.

Some supports of the YEA program are Cutco Corporation, JCC and CCIDA to name a few.

Mr. Wiktor thanked Richard Zink for his presentation and update on these programs.

**\*Resolution from Prior Application/Project that are in Process\***

**-Win Sum Ski Corp.:**

David Trathen from Win Sum Ski Corp. has asked the CCIDA to consider their application for the purchase/construction of various improvement projects at the Resort. Win Sum Ski Corp. will be completing and adding several large upgrades and improvements to the Resort in 2019. The benefits will be for sales tax exemption only, the SEQR was resolved at our April 30<sup>th</sup> CCIDA Board Meeting. This is roughly a \$2.7M project for the resort.

A Public Hearing was held on May 28th at the County of Cattaraugus Industrial Development Agency Office at 9:30 a.m. No one was in attendance at the Public Hearing.

**RESOLUTIONS:**

**A Motion was made by Brent Driscoll, seconded by Virgilio Giardini., RESOLUTION AUTHORIZING EXECUTION OF DOCUMENTS IN CONNECTION WITH A LEASE/LEASEBACK TRANSACTION FOR A PROJECT FOR WIN-SUM SKI CORP. (THE "COMPANY")** A Roll Call vote was taken with Mr. Driscoll, Mr. Giardini, Mr. Buffamante and Mr. Stahley voting yes. Mr. Higgins, Mr. Snyder, and Mr. Wimer were excused. **Motion – Carried.** *(Mr. Buffamante did note that his firm does business with Win Sum Ski Corp. but has no financial interest or direct involvement in this proposed project.)*

**-FINANCIAL REPORT:**

-May income was \$2,579.00 for application fee from Win Sum Ski Corp. new project and \$1,079.00 from NY&LE Railroad for reimbursement of 2019 Property taxes.

-A Motion was made by Brent Driscoll, seconded by John Stahley to approve the Financial Report for **April and May 2019** as prepared – A Roll Call vote was taken with Mr. Driscoll, Mr. Giardini, Mr. Buffamante and Mr. Stahley voting yes. Mr. Higgins, Mr. Snyder, and Mr. Wimer were excused. **Motion – Carried.**

-Mr. Wiktor advised the Board that HK Olean Hotel, LLC project closed on June 4<sup>th</sup>. The IDA received \$57,500 in income from this project as partial payment. The balance of \$57,500 will be paid to the IDA by February 1, 2020. Total income for this project will be \$115,000.

-Project closing updates: We are currently working on documents for the purpose of closing on four (4) projects. Mr. Wiktor updated the IDA Board on closings, Portville Solar project should be closing in July, Win-Sum will be closing very soon, and Ashford Solar Project is on target to close in August. Sunny Olean LLC, Jeff Belt's project is also in the closing stages.

### **\*Executive Directors Reports:**

#### **-Internal (IDA Meetings/Discussions):**

- ✓ Attended Monthly CCBDC Board Meeting at SBU.
- ✓ Attended the Job Fair at JCC on May 1<sup>st</sup>. Very well attended event and many local employers were at the event seeking job applicants.
- ✓ Met with Paul Leone and Joanne Campanga from Bank of America to discuss a possible financing deal for a proposed warehouse.
- ✓ Met with a local real estate developer who is considering building a distribution center in the Southern Tier. I offered various sites, tax abatements and programs. Future meetings are set up for later June.
- ✓ Attended the bi-weekly Cattaraugus County Economic Development Team Meetings.
- ✓ Attended Can-Am Council Meeting.
- ✓ Met with Official's from South Dayton and Cornell University to discuss the former Nestle Plant in the Village. The Village now owns the facility and is looking to get it in the hands of a developer to redevelop the facility. Tour and discussion.
- ✓ Met with a local investor & business owner who is considering a tourism type project in the Ellicottville area. We did offer the client our Adaptive Reuse Package. More to come.
- ✓ Met with Diana Chiak and Ellicottville Town and Village Official's regarding the 2019 DRI (Downtown Redevelopment Initiative). The Village and Town will be submitting an application with hopes of winning the \$10 Million-dollar prize.
- ✓ Attended the WNYSCAR Meeting. A very good and informative meeting. The IDA will be presenting on Cattaraugus County (sites) and a future meeting.
- ✓ Met with Halley Kottwitz from Southern Tier West to recap the class of 2019 YEA!
- ✓ Met with Jason Crisafulli with Kinley Construction and Sean Doyle from the Hamburg IDA relating to potential new construction projects.
- ✓ Met with IBN regarding refreshing our available sites and demographic information to put forth to a few area developers to consider projects in the newly created "Opportunity Zone", of which portions of Olean are included in the Zone.

- ✓ Spent the day and evening with a WNY real estate developer discussing various sites within the County that they are seeking for a possible development project. They are looking to construct 125,000 sq. ft. This would be a great project for the County. More to follow as this progresses on.
- ✓ Met with Rosanna Massucci, Director of Commercial Services for the U.S. Department of Commerce/International Trade. Rosanna is working and assisting a local company in regards to conducting business overseas. *The IDA will also be putting on a “Lunch in Learn” in July with area companies to discuss the benefits and programs that the USDOC has available.*
- ✓ The CCIDA Sponsored and hosted the 2019 CFA Training on May 29<sup>th</sup> at 1:30 at Holiday Valley. Representatives from the State were on hand to review CFA project questions and programs that are currently available. Applications are due in July to the State to be considered for funding in this round.
- ✓ Met with Bill Heim from House of Steel to discuss various programs for him to consider relating to his business, House of Steel in Ashford.
- ✓ Met with Craig Clark, Richard Zink and Steve Mercil to update and discuss the Angel Investor Fund. We are working diligently to educate various potential investors to this Fund.
- ✓ Attending the Annual Investor Report Meeting with the Buffalo Niagara Partnership on June 20<sup>th</sup> (Can-Am Council).
- ✓ Met with Lee Harkness to discuss updates on possible train events in WNY.
- ✓ Attended the monthly OBDC Board meeting.
- ✓ Met with JCC President Dr. Daniel DeMarte to discuss START-UP NY and a host of topics relating to economic development, workforce training, etc. This meeting was very informative, the new President, Dr. DeMarte is bringing a different mind-set and several new ideas to the JCC Olean Campus.
- ✓ NYSEDC Board Meeting: Was on the call for our May Meeting. An array of topics was discussed relating to matters that could be addressed before the end of session on June 19<sup>th</sup>.
- ✓ Have several meetings set up with businesses to continue getting out our message of benefits and assistance with companies who are considering investing.

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

- ✓ OSC Releases Annual IDA Performance Report-2017. This Annual Report released by the NYS Comptroller’s office is a summation of all IDA’s in NYS relating to performances such a job creation, retention, cost per job created, etc. We will review the report. ***A copy of the Report was provided in your Board Packet.***  
Mr. Wiktor explained the report showed that with the exemptions (abated school, county, and local taxes) that Cattaraugus County IDA has given out it equaled to a cost of \$997 per job created/retained.
- ✓ **Business First Article:** *“Cautious optimism about Siemens (formerly Dresser-Rand) Campus as changes loom”*. Recent dealings relating to Siemen’s and potential changes in the future. Mr. Stahley

gave a brief overview of the spin-off of a new Company being created with shares of stock given to current employees. They are hoping to have this new venture completed by September 2020.

- ✓ **Olean Times Herald Article:** *“C&S Planning to shutter former Olean Wholesale site”*. Never good news. Frustrating with the recent sale to C&S they have decided to move operations to DuBois, PA. Some employment will remain in Olean. Further details are forthcoming. NYS has been engaged as the WIB. C&S originally planned to stay in the area for at least 5 years however, they have decided to move operations out of the area with our area sustaining a substantial loss of jobs around 100+. This is a huge building that they plan to only have trucking and maintenance kept at the Olean, NY area. Corey stated that he has not given up on this subject and would like to find a new tenant for this building.
- ✓ **2019 CFA Training Event:** A review of the various State programs that are available for potential project funding in this latest round. Event was held at Holiday Valley on May 29<sup>th</sup>. This was a very well attend event that is held each year to let businesses know what State programs are available.
- ✓ **Ellicottville DRI CCIDA:** The IDA was asked to be a lead sponsor on this application submission for the Village and Town of Ellicottville working with Diana Chiak with hopes of winning in this latest round. Their application was submitted on May 31<sup>st</sup>. We should know the outcome in July 2019.
- ✓ **SBA Business Forum:** Business Forum to be held on June 19, 2019 at 3:00 p.m. in the Small Business Development Center on the JCC Campus. I was asked to attend to be on the panel discussion.
- ✓ Meeting set-up with new VP, Mr. Holger Ekanger of JCC, Olean Campus on June 20, 2019.
- ✓ **Olean Times Herald Article:** *“Unemployment Rates by County, New York State for April 2019”*. Cattaraugus County see’s drop in Unemployment rates in the month of April. Rates have been trending downward for the past year. Good news!
- ✓ **Business First Article:** *“Largest employers in New York’s Southern Tier”*. A recent compiled list of the largest employers in the Southern Tier.
- ✓ **New York Daily News Article:** *“Embracing Solar could mean Jobs and Economic boost for New York per report in the New York Daily News”*. Interesting article on the latest solar economy boom.
- ✓ **Buffalo News Article:** *“Craft Beer boom brings jobs along with brews to Erie County”*. This article also highlights beer makers in Cattaraugus County.
- ✓ **Olean Times Herald Article:** *Manufacturers at Dream It Do It fair tell students traditional college is not a job requirement”*. A very good article on a critical endeavor to help get students involved in manufacturing and trades.
- ✓ **Buffalo News Article:** *“Ellicottville is singing ‘O Canada’ as buyers come back”*. Recent article highlighting the affect that Canadian’s are having on real estate here in the County and in Ellicottville.
- ✓ **Governing.com Article:** *“Do tax breaks help or hurt a State’s finances? New Study digs deep”*. Interesting article to ponder on the roles tax incentives play.
- ✓ **Greater Olean Area Chamber:** Annual Clam Bake to be held June 12 at War Vets Park. If any board member needs a ticket please let us know and we will provide them.

- ✓ **Olean Times Herald Article:** *“Tri-County Arts Council moving to Olean, Volunteers Welcome to help”*. This was a recent IDA Adaptive Reuse project that has been recently completed in Olean. Great news!
- ✓ **WIB Board Meeting:** The next Workforce Development Board meeting will take place at Moonwinks in Cuba, NY on June 21<sup>st</sup> at noon.

**Adjournment:**

A **Motion** was made by Brent Driscoll seconded by Thomas Buffamante to adjourn the meeting at 12:35 p.m. All in Favor – **Motion Carried.**

**\* Next CCIDA Board of Directors Meeting: Tuesday July 30, at 11:15 A.M. at the Olean BDC Offices, 3<sup>rd</sup> Floor Conference Room.**