

**COUNTY OF CATTARAUGUS  
INDUSTRIAL DEVELOPMENT AGENCY**

**BOARD MEETING MINUTES**

**Tuesday, October 24, 2017  
CCIDA Offices  
9 E. Washington Street, Ellicottville, NY  
11:15 a.m.**

**Roll Call:** -Taken-

**Members**

**Present:**

Mr. Thomas Buffamante - Chairman  
Mr. Joseph Higgins  
Mr. Brent Driscoll  
Mr. Greg Fitzpatrick  
Mr. Joe Snyder  
Mr. Vergilio Giardini

**Excused:**

Mr. Michael Wimer

**CCIDA Staff:**

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

**Presenters/Guests:**

Rick Miller – *Olean Times Herald, Newspaper*  
John Thomas – *The Villager, Newspaper*

Chairman Thomas Buffamante called the meeting to order at 11:17 a.m.

A roll call of the Board of Directors of the CCIDA was taken; Mr. Wimer was excused due to prior business commitments.

**APPROVAL OF MINUTES:**

A **Motion** was made by Vergilio Giardini, with a second by Brent Driscoll to accept the September 19, 2017 CCIDA Board Meeting Minutes as presented to the CCIDA Board. **Motion Carried**

**\*Resolutions from prior Applications/Projects that are in process:**

**(#1.) HoliMont Inc.:** HoliMont submitted a Sale Leaseback application to the CCIDA at the September 19, 2017 Board Meeting for purposes of sales tax relief only, relating to their 2017 capital investment/improvement project.

A Public Hearing was held at the CCIDA offices on Monday October 16, 2017 at 9:00 a.m. For the official record, no one attended the Public Hearing, nor did the Agency receive any comments prior to or after the Public Hearing. Official Minutes were provided to the Board Members before any decision on approvals were made.

**RESOLUTION:**

A **Motion** was made by Brent Driscoll, seconded by Joseph Higgins, **RESOLUTION AUTHORIZING EXECUTION OF DOCUMENTS IN CONNECTION WITH A LEASE/LEASEBACK TRANSACTION FOR A PROJECT FOR HOLIMONT, INC. (THE “COMPANY”).** A Roll Call vote was taken with, Mr. Driscoll, Mr. Fitzpatrick, Mr. Giardini, Mr. Higgins, and Mr. Buffamante voting yes. Mr. Wimer and Mr. Snyder were excused. **Motion- Carried.** *(Mr. Buffamante did note that his firm has done work for HoliMont, but has no financial interest or direct involvement in this proposed project.)*

**(#2.) Steel Winds LLC:** While exchanging various documents, during the pre-closing process, it was suggested by both legal Counsels that the Approving Resolutions be amended and brought before the CCIDA Board for concise documentation relating to the claw-back provisions.

**RESOLUTIONS:**

A **Motion** was made by Brent Driscoll, seconded by Joseph Higgins, **RESOLUTION AMENDING A RESOLUTION ENTITLED “RESOLUTION AUTHORIZING EXECUTION OF DOCUMENTS IN CONNECTION WITH A LEASE/LEASEBACK TRANSACTION FOR A PROJECT FOR STEEL WINDS LLC- 1406RB PV LLC (THE “COMPANY”).”** A Roll Call vote was taken with, Mr. Driscoll, Mr. Fitzpatrick, Mr. Snyder, Mr. Higgins, Mr. Giardini, and Mr. Buffamante voting yes. Mr. Wimer was excused. **Motion- Carried.**

A **Motion** was made by Vergilio Giardini, seconded by Brent Driscoll, **RESOLUTION AMENDING A RESOLUTION ENTITLED “RESOLUTION AUTHORIZING EXECUTION OF DOCUMENTS IN CONNECTION WITH A LEASE/LEASEBACK TRANSACTION FOR A PROJECT FOR STEEL WINDS LLC- 1470 PV LLC (THE “COMPANY”).”** A Roll Call vote was taken with, Mr. Driscoll, Mr. Fitzpatrick, Mr. Snyder, Mr. Higgins, Mr. Giardini, and Mr. Buffamante voting yes. Mr. Wimer was excused. **Motion- Carried.**

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

**(#3.) Mazza Mechanical Services:** The CCIDA had induced and closed on an expansion project with Mazza Mechanical on September 15, 2016 relating to their “tiered” investment projects. The sales tax letter expired on July 31, 2017 and they are requesting an extension until December 31, 2018 in regards to several additional purchases and investment that they will be making to their Facility in Olean. Request letter was included with each Board Members packet. **The additional investments to be made are roughly \$300,000.**

**RESOLUTION:**

A **Motion** was made by Brent Driscoll, seconded by Joseph Higgins, **RESOLUTION AUTHORIZING THE EXECUTION BY COUNTY OF CATTARAUGUS INDUSTRIAL DEVELOPMENT AGENCY OF A CERTAIN MODIFICATION AGREEMENT IN CONNECTION WITH THE MAZZA MECHANICAL SERVICES,INC. PROJECT.** A Roll Call vote was taken with, Mr. Driscoll, Mr. Fitzpatrick, Mr. Snyder, Mr. Higgins, Mr. Giardini, and Mr. Buffamante voting yes. Mr. Wimer was excused. **Motion- Carried.**

**\*CCIDA Active Project Update:**

**Olean Gateway, LLC.:**

In December of 2014, Olean Gateway, LLC. had submitted an Application to the County of Cattaraugus Industrial Development Agency (CCIDA) to have the IDA consider inducing their proposed project on a Brownfield site in the City of Olean. This specific project will involve a great deal of site work/preparation along with the physical construction of anywhere from one (1) to three (3) buildings, totaling nearly 40,000 (+,-) sq. ft. of mixed use/commercial space. This project will be classified as a “tourism destination” complex.

The IDA is happy to report that we have closed on the investment abatements associated to this project in September of 2017. To date, most of the site work and infrastructure has been completed and built out at the site. Currently, NYSDOT is working on reconstructing the intersection at the approach at the site.

This first phase of the project consists of the infrastructure work, the retail and eventually the hotel, (HK Olean, LLC). on nearly 8 acres of land, of the total of roughly 60 acres of NYS certified clean Brownfield land. The Hotel should be started in 2018. **The total project cost/investment of: \$5,759,000 (+,-)**

**ELECTION OF OFFICERS: 2018 – COUNTY OF CATTARAUGUS INDUSTRIAL DEVELOPMENT AGENCY**

***Chairman:*** Mr. Thomas Buffamante  
***First Vice Chairman:*** Mr. Joseph Higgins  
***Second Vice Chairman:*** Mr. James Snyder  
***Secretary:*** Mr. Gregory Fitzpatrick  
***First Assistant Secretary:*** Mr. Michael Wimer  
***Treasurer:*** Mr. Brent Driscoll  
***Director:*** Mr. Dick Giardini

**Audit Committee Members of the CCIDA:**

***Chairman:*** Mr. Gregory Fitzpatrick  
***Member:*** Mr. Thomas Buffamante  
***Member:*** Mr. Brent Driscoll

**Governance Committee Members of the CCIDA:**

***Chairperson:*** Mr. Joseph Higgins  
***Member:*** Mr. James Snyder  
***Member:*** Mr. Michael Wimer  
***Member:*** Mr. Dick Giardini

**Finance Committee: Revenue Bond Issuances**

***Chairperson :*** Mr. Brent Driscoll  
***Member:*** Mr. Greg Fitzpatrick  
***Member:*** Mr. Thomas Buffamante

A **Motion** was made by Mr. Fitzpatrick to accept the slate of officers for the County of Cattaraugus Industrial Development Agency as proposed, seconded by Mr. Buffamante. All Board Members were in favor. Mr. Wimer was excused. **Motion-Carried**

A **Motion** was made by Mr. Driscoll, seconded by Mr. Buffamante to accept the **2018 CCIDA Meeting Schedule** as presented. Mr. Wimer was excused. **Motion-Carried**

## **FINANCIAL REPORT:**

A **Motion** was made by Brent Driscoll, seconded by Thomas Buffamante to accept the September 2017 financial statements as prepared. **Motion - Carried**

**September Income:** A total of \$3,823 was received by the CCIDA for closings on the following projects: Olean Gateway, LLC (\$15,000) and HoliMont Inc. (\$1,500) – application fee and Win-Sum Ski Corp. (\$2,323) sales tax letters relating to 2017 project.

A Motion was made by Brent Driscoll, seconded by Vergilio Giardini to accept the Proposed 2018 Operating Budget as prepared. Mr. Wiktor stated that we will be sending this Proposed 2018 Budget to Jack Searles the County Administrator/Budget Director for their review.

Mr. Higgins asked to have the 2017 Budget included on the 2018 Proposed Budget for comparison reasons.

**Certificate of Deposit/CCIDA Asset Account Balance Update:** Review of CCIDA/CRC asset accounts, rates, and terms through September 30, 2017. Backup collateral statements for accounts over FDIC limits are on file and up to date to ensure all IDA asset accounts are 100% collateralized and covered.

Mr. Giardini asked if we were shopping around in regards to the best rates of return on our investments. Mr. Wiktor stated that we have been shopping around and are also trying to keep our investments local. We recently opened a Key Bank Account and will be investing in T-Bills which are paying a higher percentage.

We currently have two (2) projects in the closing stages. We anticipate these projects to close by the end of the year. Mr. Wiktor also stated that he anticipates two (2) new applications to be submitted to the IDA within the first quarter of 2018.

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

- ✓ Recently submitted a property site requests from Invest Buffalo Niagara, in relation to ***Project Fall Fest, Project Reindeer & Project Monitor***. We hope to be conducting personal meetings and further tours in the coming weeks.
- ✓ Met with a Canadian manufacturer in regards to setting up shop here in Cattaraugus County. I have also met with the firm's realtor to discuss land options within the County. We hope to hear more on this over the next few weeks/months.
- ✓ Presented to Leadership Cattaraugus in regards to their Manufacturing Day at JCC in Olean. Discussed the IDA's roles and programs and how they can assist area manufacture's investment and growth.
- ✓ Attended Client Appreciation dinner presented by Bank of America. Several key contacts were at the dinner.

- ✓ Presented at the WNYSCAR Monthly meeting to area realtors and commercial real estate brokers in Amherst. A very well attended event, 73 real estate professionals were there, I presented for 35 minutes on various County sites and buildings that are available for development. Follow up meetings already set!
- ✓ Met with Adam Lazar from Asarsi. Adam is still growing and selling his water, hopes to be the first labeled “organic tree water” in the market. Project still on the horizon for Cattaraugus County.
- ✓ *Advanced Business Service Group:* Met with Invest Buffalo Niagara in regards to a report that they are putting out relating to area workforce and demographic information specifically for Cattaraugus County. Report will be issued this Fall.
- ✓ Met with an area developer in regards to a possible adaptive reuse project in the City of Olean.
- ✓ Met with Sam Savarino and Kevin Hay’s from Savarino Development in regards to the possible redevelopment of the Manny-Hanny Building in Olean.
- ✓ Attended the DRI Announcement by Lt. Governor Hochul at JCC in Olean, relating to the City of Olean winning the \$10 M DRI redevelopment prize.
- ✓ Met with Mark Storch with Arcadia Energy in regards to the potential of a few Cattaraugus County manufacturers developing Micro Grids at their facilities.
- ✓ Attended the monthly Cattaraugus County Business Development Corp. Board meetings. \*\*Looking to have the IDA Board support some funds to help establish a pot of funds that qualified entrepreneurs can utilize to help offset the cost of writing full and complete business plans. There is a great need for this in the County.
- ✓ Met with City Council Chair Paul Gonzalez to discuss and update him on the various programs and projects that the IDA has going on within the City of Olean. This was a very good informational meeting.
- ✓ Attended Olean General Hospital Breakfast to hear the various updates on the relationship established with Kaleida Health. Met CEO Jody Lomeo.
- ✓ Attended the Cattaraugus County Economic Development Team Meetings.
- ✓ Had a meeting with Bob Dingman and John Walgus in regards to the Tri-County Rail Consortium and feasibility study that was recently signed.
- ✓ Presented to the Olean Rotary members at their October Meeting at Bartlett CC to give an overview on the CCIDA and our roles, programs and various projects that are ongoing within the County.
- ✓ Attended Olean Business Development Corp. meetings.
- ✓ Met with Crystal, Supervisor Hare and Kody Sprague in regards to a Restore NY Project Application that has been submitted in regards to the redevelopment of Kody’s (Exit 24) building in Allegany. This is good news!

- ✓ Attended CanAm Council Meeting
- ✓ Met with a local “”commercial project” developer to review and complete an application for the IDA to consider. Proposing to be on future IDA Board meeting Agenda (Hopefully December).
- ✓ Met with a few web design Companies and a commercial real estate firm in regards to finalizing a few contracts for their work and services to redevelop the IDA’s website, creation of a commercial real estate (full) website, and various projects relating to social media. We have been extensively working on these projects over the past few months and will be ready to go live with these pending Board support and funding.
- ✓ Will be presenting to the Olean Exchange Club at a future meeting (this Fall).
- ✓ Worked on and closed the refinance of Wingate Hotel in Ellicottville with Ellicott Development.
- ✓ Spoke with a large Solar Farm Developer who is looking to construct a large commercial solar farm in Cattaraugus County. Have met twice now with this developer, appears to be moving along nicely. Possible winter/spring application to the IDA.

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

- ✓ **Olean Times Herald Article:** Article by Kate Day Sager on October 11, 2017. “*Field of Dreams project in Allegany still in works*”. **Met with Nick Ferari for an update meeting. All is on and planned to start construction in March of 2018**
- ✓ **City of Olean:** Summary of Proposed Downtown Revitalization Initiative Projects. Complete listing, noting these are subject to change of the listing of the \$10 M DRI Projects that may occur in the City of Olean.
- ✓ **Business First Article:** October 5, 2017, “*Buffalo Billion II funds headed to NT, Gowanda, Dunkirk, and Lackawanna.*” Very good news that Gowanda is the recipient for some of these funds that were won and to be allocated. \$2 M.
- ✓ **Buffalo Business First Article:** October 17, 2017. “*Eye Docs propose New Olean Surgery Center*”. Meeting set up with firm, will report back to the Board in regards to this potential project.
- ✓ **Business First Article:** Article by Jim Fink on September 21, 2017, “*Olean Solar Energy Project gets tax breaks from Cattaraugus County Industrial Development Agency*”. Recap of most recent project with BQ Energy and the IDA.
- ✓ **Road Trips.:** September 27, 2016 “ 15 Great upstate New York Towns with populations less than 1,000” Ellicottville is highlighted.
- ✓ **Reuters:** September 20, 2017, “*Natgas pipeline builder’s hail US okay of blocked New York Project.*” A project that has Cattaraugus County in the mix and that is vitally important to our area.
- ✓ **Rehab Center:** “Mari Howard Congratulations” – Among 20 of Western New York’s most effective business leaders by Business First. Congratulations, Mari!
- ✓ **Greater Olean Area Chamber of Commerce LOUIE Dinner:** November 2, 2017 Annual Dinner presenting the LOUIE Award that will include two past IDA projects. **Good Times of Olean Event Center & MJ Painting Contractor Corp.**  
This is very exciting news and the CCIDA is very proud of both of these Projects. Any Board

member who would like a ticket, please let us know!

- ✓ **Olean Times Herald Article:** October 16, 2017, “*Good Times of Olean to receive Greater Olean Area Chamber of Commerce 2017 Enterprising Business Award*”. Article highlighting the award for Good Times of Olean!
- ✓ **Olean Times Herald Article:** By: Rick Miller dated October 11, 2017. “*Dave’s Christmas World to open facility in Franklinville location*”. A recent induced project that is now open in Franklinville with new jobs and a new business, discussions have begun about a possible phase II.
- ✓ **Cattaraugus County Business Development Corp.:** Invitation to the Young Entrepreneurs Academy (YEA!) Kick off Class to be held on October 25, 2017 at the Carney Lecture Room at Olean Business Development Corp.
- ✓ **Chase Bank** – Mike Huber new community Banker. Met with commercial lender Mike Huber to discuss financing options.
- ✓ **Packaging Digest:** “*4 ways packaging can fulfill its “special needs”*”. A nice article that highlights The ReHab Center and Mr. Brian Eddy.
- ✓ **Leadership Cattaraugus:** Class of 2017 – Presented at Manufacturing Day and Leadership Cattaraugus.
- ✓ **Invest Buffalo Niagara:** Thank you card for attending Workforce event.

**\*Executive Session:**

A **Motion** was made by Gregory Fitzpatrick, seconded by Brent Driscoll to go into Executive Session to discuss a matter or property acquisition/disposition. – **Motion Carried**

A **Motion** was made by Joseph Higgins, seconded by Brent Driscoll to return from Executive Session back into the CCIDA Board Meeting. - **Motion Carried**

-Following executive session, a motion was made by Mr. Driscoll and seconded by Mr. Snyder to have the Director engage in a contract with Ievolve Technologies to formally start the process of creating a new website, social media platform and commercial site directory. Further discussion was had on contacting Billboard Companies on pricing and location to help better market Cattaraugus County and its economic development incentives and sites.

**ADJOURNMENT:**

A **Motion** to adjourn the CCIDA Board Meeting was made by Brent Driscoll seconded by James Snyder at 1:15p.m. **Motion-Carried.**

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**\*The next CCIDA Special Board of Directors meeting: Tuesday, December 5<sup>th</sup> at 11:15 a.m. at the CCIDA Office in Ellicottville, NY**