

# **COUNTY OF CATTARAUGUS INDUSTRIAL DEVELOPMENT AGENCY**

## **BOARD MEETING MINUTES**

**April 18, 2017**

**CCIDA OFFICE**

**11:15 a.m.**

**Olean Business Development Building  
301 N. Union Street, Laine Boardroom – 3<sup>rd</sup> Floor**

**Roll Call:** -Taken-

### **Members**

#### **Present:**

Mr. Thomas Buffamante - Chairman  
Mr. Joseph Higgins  
Mr. Greg Fitzpatrick  
Mr. Brent Driscoll  
Mr. Michael Wimer  
Mr. Joe Snyder  
Mr. Dick Giardini

#### **Excused:**

#### **CCIDA Staff:**

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

#### **Presenters/Guests:**

Mr. David Trathen – *Win-Sum Ski Corp.*

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

Ms. Crystal Abers – *Catt. County Economic Development Planning & Tourism*

Chairman – Thomas Buffamante called the meeting to order at 11:20 a.m.

A roll call of the Board of Directors of the CCIDA was taken; all IDA members were present for the meeting.

### **APPROVAL OF MINUTES:**

A Motion was made by Gregory Fitzpatrick, with a second by Brent Driscoll to accept the March 14, 2017 CCIDA Board Meeting Minutes as presented to the CCIDA Board. **Motion Carried**

### **\*NEW APPLICATION/PROJECT:**

Win-Sum Ski Corp.: Mr. Wiktor next introduced Mr. David Trathen Vice President of Finance of Win-Sum Ski Corp. to discuss their proposed, 2017 Summer Project. 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 at the Resort. Win-Sum Ski Corp. will be adding 75 new automated snow guns, 2-600 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, tree cutting on the slopes, improvement to the arrival/drop off area of the Resort, various pieces of computer hardware/software (IT), new mowers for the golf course/slopes and general improvements and purchases to help maintain and improve the four-season Resort.

Mr. Trathen stated that local construction jobs will be employed for the various projects. Local suppliers will also be utilized as much as possible for the purchases of these products. This project will help preserve jobs and allow for further development at the resort. This project will also help maintain Holiday Valley as a top Resort. At peak season, the resort employs close to 900+ employees (FT/PT/Seasonal) Mr. Trathen also stated that there were a total of 110 days of skiing for the 2016-2017 season and approximately 455,000 skiers visited the resort. With this many visitors to the area it is boost to the economy in Cattaraugus County and especially Ellicottville. This brings in much needed bed tax and sales tax revenue to the impacted taxing jurisdictions. This project is only seeking sales tax relief for the stated purchases.

**Total project cost/investment of : \$3,100,000.**

### **RESOLUTIONS:**

**A Motion** was made by Brent Driscoll, seconded by Michael Weimer, **RESOLUTION AUTHORIZING THE EXECUTIVE DIRECTOR OF COUNTY OF CATTARAUGUS INDUSTRIAL DEVELOPMENT AGENCY TO HOLD A PUBLIC HEARING REGARDING A PROPOSED PROJECT TO BE UNDERTAKEN FOR THE BENEFIT OF WIN-SUM SKI CORP.** A Roll Call vote was taken with, Mr. Driscoll, Mr. Fitzpatrick, Mr. Giardini, Mr. Snyder, Mr. Higgins, Mr. Wimer and Mr. Buffamante voting yes. **Motion-Carried.**

*(Mr. Buffamante did note that his firm has done work for Win-Sum Ski Corp. but has no financial interest or direct involvement in this proposed project. In addition, Mr. Wimer also noted that Cattaraugus County Bank has been involved in various banking relationships over the years with Win-Sum Ski Corp. they too have no financial interest or direct involvement in this proposed project.)*

**A Motion** was made by Brent Driscoll, seconded by Michael Wimer, **RESOLUTION DETERMINING THAT ACTION TO UNDERTAKE A PROJECT FOR THE BENEFIT OF WIN-SUM SKI CORP. WILL NOT HAVE A SIGNIFICANT EFFECT ON THE ENVIRONMENT.** A Roll Call vote was taken with, Mr. Driscoll, Mr. Fitzpatrick, Mr. Giardini, Mr. Snyder, Mr. Higgins, Mr. Wimer and Mr. Buffamante voting yes. **Motion-Carried.**

*(Mr. Buffamante did note that his firm has done work for Win-Sum Ski Corp. but has no financial interest or direct involvement in this proposed project. In addition, Mr. Wimer also noted that Cattaraugus County Bank has been involved in various banking relationships over the years with Win-Sum Ski Corp., they too have no financial interest or direct involvement in this proposed project.)*

**\*Resolution from a prior Application/Project that is in process\***

**-Olean Manor, Inc. -**

A seconded Public Hearing is required due to an amended application submitted by Olean Manor, Inc. resulting in increased project/construction costs. The initial construction costs were originally stated in November of 2016.

**RESOLUTION:**

**A Motion** was made by James Snyder, Jr., seconded by Vergilio Giardini, **RESOLUTION AUTHORIZING THE EXECUTIVE DIRECTOR OF COUNTY OF CATTARAUGUS INDUSTRIAL DEVELOPMENT AGENCY TO CONDUCT A PUBLIC HEARING REGARDING A PROPOSED AMENDED APPLICATION SUBMITTED BY OLEAN MANOR, INC.** A Roll Call vote was taken with, Mr. Driscoll, Mr. Fitzpatrick, Mr. Giardini, Mr. Snyder, Mr. Higgins, Mr. Wimer and Mr. Buffamante voting yes. **Motion- Carried.**

**\*CCIDA Active Project Update:**

**\*CCIDA Active Project Update: 3032 Penn LLC-**

Sale Leaseback Application: In September of 2016, 3032 Penn LLC. had asked the County of Cattaraugus Industrial Development Agency (CCIDA) to consider their application for the purchase/renovation of the former *Mosler Safe building* in Franklinville, New York.



The developer submitted their application to the IDA Board on September 20, 2016 and is seeking the Agency's 10 Year Commercial PILOT and NYS Sales Tax Abatement in relation to the project. The applicant will be renovating the roughly 60,000 sq. ft. building, to include a new roof, lighting, shelving, racking, work spaces, renovated offices, bathrooms, etc. all to constitute a distribution center and assembly facility for Gordon Companies, Inc. Dave Gordon and Frank Bork will be looking to hire 8/10 people to start this operation up in Franklinville. Dave has also explained to me that he will be utilizing local contractors and suppliers for this project. This is an exciting project and discussions of future growth have already taken place. Pictures were passed around for review by the Board Members. **Total project cost/investment of: \$500,000 (+,-)**

### **FINANCIAL REPORT:**

A **Motion** was made by James Snyder, seconded by Brent Driscoll to approve the March 2017 Operating Statements as prepared. **Motion – Carried**

Mr. Wiktor reported that there was \$4,456 of income received in March 2017, resulting from sales tax letters for HoliMont Inc. Also received to offset the amount paid for property taxes on Railroad property, Mr. Dingman paid \$1,014 to cover the amount that the CCIDA paid in the month of January 2017.

All the paperwork has been completed on our end for the closing of two major projects, Olean Manor Inc. and Kreinheder Properties. These two projects combined, are close to \$20 Million in investment for the developers, to date, we are just awaiting the word from each of them to give us the go ahead to close the deals.

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

*Mr. Wiktor has added a new section in the agenda for internal IDA meetings/discussions. Going forward, the Director's Report will include headlines on the various meetings, events, discussions that the IDA has held and conducted since the previous Board meeting, to better update the Board of Directors.*

- ✓ Recently submitted a property site requests from Invest Buffalo Niagara, in relation to **Project Message. & Project Snowflake**. We will be conducting a personal meeting and further tours in the coming weeks.
- ✓ 2017 Consolidated Funding Application (CFA) Workshop set for May 31<sup>st</sup> from 1:00 pm to 3:00 pm at Holiday Valley in conjunction with Cattaraugus County and Empire State Development. An informational event will also be set up on June 1<sup>st</sup> as well.
- ✓ Met for a second time with an Ellicottville manufacturer in regards to a small expansion and project-Should happen in Spring 2017.
- ✓ Met with a local "tourism destination facility" to review and complete an application for the IDA to consider. Proposing to be on a future IDA Board meeting Agenda.
- ✓ Have a meeting set up with Crystal Abers on April 19<sup>th</sup> with Paul Neureuter and Scott Fairbrother with Krog Development in regards to the Exit 25 (HK Olean Project). Project is looking to move forward this year.
- ✓ Met with Eric Pritchard at Setterstix, Inc. in Cattaraugus in regards to an update meeting and tour. Referred Crystal and Diego from ESD to also follow up with Eric.

- ✓ Looking to set up a 2/3 day (all day meetings/tours) with Diego and Crystal to blanket various private sector Companies to discuss the CFA Process.
- ✓ Met with Dan DeRose with Mazza Mechanical in Olean to discuss various project updates and future growth potentials.
- ✓ Met with an out of County manufacturer who is looking to grow his operation and is considering Cattaraugus County as an option to site a sister company.
- ✓ Attended all Cattaraugus County Economic Development Team meetings in March and April (thus far).
- ✓ Have sent 8 emails and phone calls within the last few weeks, to area manufacturers, to set up meetings for updates. I will be staying on this in addition to many more companies to get in front of.
- ✓ Met with Kinley Construction to review the "Field of Dreams" Project in Allegany. Also discussed a possible commercial construction project with them.
- ✓ Crystal and I met with Jason Burt and Jennifer Noll, at Cooper Power/Eaton for a update meeting and plant tour. A follow up meeting with ESD is in the works for April.
- ✓ Crystal and I, met with Jeff Belt for a meeting in Olean to discuss his Adaptive Reuse Projects and area development ideas, etc.
- ✓ Met with Dave Gordon and Frank Bork from 3032 Penn, LLC. Project at their facility in Franklinville. We are working on closing this deal, this month.
- ✓ Met with Nick Pitillo who is considering a project within Cattaraugus County. Discussed local programs and benefits.
- ✓ Met with Paul Leone, area IDA Director in regards to a possible project for Cattaraugus County. Future needs of a local Company.
- ✓ Crystal, myself, Diego and Halley met with Bob Schmick at FiberCel in Portville for a meeting and plant tour.
- ✓ Meeting set up with the new NYSEDC Executive Director, Alison Lands in Buffalo.
- ✓ Working on various active and "soon to be closed" IDA Induced projects.
- ✓ Met with Joanne Campagna (Bank of America) and Mr. Richard Schecter, commercial realtor, about sites and various financing packages available to area companies in hopes of luring them to the various sites within the County. More to come on this.
- ✓ Discussed ways in which Cattaraugus County residents can apply for employment at Solar City. Spoke to Kelly Navarro and her staff about heading up there for a Plant tour and finding ways that area companies can be used within the supply chain management, and how residents can apply for a job there.
- ✓ Met with Sheri Falack, NYSBDC to discuss area businesses and the various programs that they may be able to offer our small businesses for lending options.

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

- ✓ **Office of New York State Comptroller:** March 28, 2017 "*Annual performance Report on New York State's Industrial Development Agencies*. Will discuss the findings on this report with the Board.
- ✓ **Office of New York State Comptroller:** "*Western New York IDA Data for 2015 in particular Cattaraugus County.*"
- ✓ **Olean Times Herald article:** By: Rick Miller – April 11, 2017 "*Wellsville's Otis Eastern Services president: Northern Access Pipeline denial will cost Company 325 jobs.*" To me, this is a blow to our area economy. National Fuel Gas estimated the pipeline would create between 1,000 and 1,200 pipeline jobs. With this denial from DEC on the wetlands permit it will cost our economy in Cattaraugus County a great deal.



- ✓ **Letter to Andrew M Cuomo:** NYSDEC Public Statement Hearing – letter written to Andrew Cuomo dated 3/20/17 in Support of the Northern Access Project. Sent to the Gov. Andrew Cuomo.
- ✓ **Invitation Rep. Reed:** Tax Discussion sponsored by Olean Chamber of Commerce to be held at Olean Business Development Center on April 19, 2017. This event hosted by Olean Chamber and Congressman Tom Reed is highlighting the tax reform and job creation issues facing future development in Cattaraugus County.
- ✓ **Hospitality & Tourism:** Roundtable event to be held on Friday, April 28, 2017 at the Seneca Allegany Casino in Salamanca, NY. This event is being sponsored by the Cattaraugus-Allegany and Chautauqua Workforce Development Boards. The event will feature a discussion of regional trends in the sector; an overview of a local sector-based training program and a networking luncheon.
- ✓ **Olean Business Development:** dated: March 23, 2017 Speaker - Dr. Carol Wittmeyer – Associate Professor of Management at St. Bonaventure University. This presentation will be held on May 1, 2017 at Carney Lecture Hall. This session will discuss the special attributes of family firms and will be interactive and include activities for follow-up actions and accountability.
- ✓ **Invitation to Rte. 219 Roundtable:** Invited to attend a Roundtable discussion on Route 219 being held on Friday, April 21, 2017 at Holiday Valley Main Lodge. This one-hour event is being held to discuss completion of the Route 219 SEIS with NY Senator Young, Congressman Reed/staff and NY Assemblyman Giglio.
- ✓ **CanAm Now :** Buffalo Niagara Partnership event on April 26, 2017 from 12:30 p.m. – 5:00 p.m. to be held at the Conference & Event Center in Niagara Falls. This is the region's premier cross-border business development and current affairs forum.
- ✓ **Govering.com Article:** by: Liz Farmer – Nov. 2016 *"A sneak peek of the Seismic Shift in Corporate Tax Breaks."*
- ✓ **Bookings Inst.:** dated – Dec. 30, 2015 By: Jerry Davis *"Capital Markets and job creation in the 21<sup>st</sup> Century"*
- ✓ **WGRZ.com:** dated: March 23, 2017 *"Upstate New York hit hard as more migrate out"* New data released by the US Census Bureau show an estimated 73,000 people moved out of New York State between July 2015 and July 2016. That is nearly twice the figure for the previous two years. This is an alarming trend that we are working to reduce and be able to keep the younger generation right here in Cattaraugus County.

## **ADJOURNMENT:**

A **Motion** to adjourn the CCIDA Board Meeting was made by Vergilio Giardini seconded by Brent Driscoll at 12:58 p.m. **Motion-Carried.**

**\*The next CCIDA Board of Directors meeting: Tuesday, June 6, 2016 at 11:15 a.m. at the CCIDA Offices in Ellicottville, NY**