

COUNTY OF CATTARAUGUS INDUSTRIAL DEVELOPMENT AGENCY

BOARD MEETING MINUTES

**Tuesday, April 24, 2018
Olean Business Development Offices
301 N. Union Street, Olean, NY
3rd Floor Conference Room
11: 15 a.m.**

Roll Call: -Taken-

Members

Present:

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

Excused:

Mr. Thomas Buffamante -Chairman
Mr. Joseph Higgins

CCIDA Staff:

Mr. Corey R. Wiktor, Executive Director

Presenters/Guests:

Mr. David Trathen – *Win Sum Ski Corp*

Mr. John Thomas – *The Villager, Newspaper*

Second Vice-Chairman James Snyder called the meeting to order at 11:15 a.m.

Mr. Wiktor stated that he would like to dedicate this CCIDA Meeting in honor of a past CCIDA Board Member, Mr. Joseph Eade. Mr. Eade was the longest standing Board Member of the CCIDA, an original Board Member. The CCIDA Board and Staff express their sincere and deepest condolences on Mr. Eade's passing. He will be sorely missed.

A roll call of the Board of Directors of the CCIDA was taken; A Roll Call vote was taken with, Mr. Driscoll, Mr. Wimer, Mr. Giardini, Mr. Fitzpatrick, and Mr. Snyder were present. Mr. Buffamante and Mr. Higgins were excused from the meeting for business purposes.

APPROVAL OF MINUTES:

A Motion was made by Brent Driscoll, with a second by Gregory Fitzpatrick to accept the March 13, 2018 CCIDA Board Meeting Minutes as presented to the CCIDA Board. **Motion Carried**

Mr. Wiktor first introduced Mr. David Trathen from Holiday Valley, Win-Sum Ski Corp. to discuss their proposed 2018 project.

-WIN SUM SKI CORP.

-Win-Sum Ski Corp. – Win-Sum Ski Corporation 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 completing and adding several large upgrades and improvements to the Resort, to include:

- ✓ New roof on the Inn
- ✓ Piston Bully 100 - Groomer
- ✓ Family Golf and Fun Center (planning and site work)
- ✓ 2 Impulse 10 FT. portable guns
- ✓ IT Projects
- ✓ Slope Grading and Tree Planting
- ✓ New Carpet at Creekside
- ✓ Lift House repairs
- ✓ Parking lot work
- ✓ Sky High Course work and purchases to expand.

The reasons for the proposed projects include:

- Additional snowmaking capacity.
- Improved safety for arrival of guests.
- Work and renovations made to various slopes and runs.
- Summer season projects that include golf, Resort upgrades, Sky High Adventure, etc.
- Continually improving the Guest Satisfaction at the Resort by making "four season" improvements and upgrades not only to the slopes, but to the summer activities as well.

Win Sum Ski Corporation 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 completing and adding several large upgrades and improvements to the Resort with this project. **-Total project cost/investment of: \$2,600,000 (+,-).**

Mr. Trathen discussed the upgrades that are being planned for their Four Season Resort. Some of the items mentioned were the terrain park which they want to upgrade to keep challenging and also the IT Projects which will keep the resort PCI Compliant in order to process Credit Cards. They also plan to add 30 more automated snow guns to bring their total to 319. They also want to add some new features to the Sky High Course to keep it fresh with new challenges. Mr. Trathen also mentioned that the wedding business has increased with 68-70 weddings scheduled for this year, most of these events are taking place not only on Saturday's but also on Friday and Sunday's.

Mr. Trathen discussed the Family Fun Center that is being worked on for future development. This is tentative to be placed along Route 219 with miniature golf, video games etc. that will be an additional draw for kids. This would be the perfect fit for our Tourism/Destination PILOT and sales tax benefit.

Mr. Wiktor thanked Mr. Trathen for making the trip to Olean to present their project and the CCIDA is looking forward to their next exciting project.

RESOLUTIONS:

A Motion was made by Brent Driscoll, seconded by Gregory Fitzpatrick, **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. Wimer, Mr. Giardini and Mr. Snyder voting yes. Mr. Buffamante and Mr. Higgins, were excused. **Motion Carried.**

A Motion was made by Michael Wimer, seconded by Richard Giardini, **RESOLUTION DETERMINING THAT ACTION TO UNDERTAKE A PROJECT FOR THE BENEFIT OF WIN-SUM SKI CORP. 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. Wimer, Mr. Giardini and Mr. Snyder voting yes. Mr. Buffamante and Mr. Higgins, were excused. **Motion Carried.**

-West Valley Inn, LLC. – A Public Hearing for this proposed project (March 13, 2018 application) was held at 9:00 a.m. on April 6, 2018 at the Ashford Town Hall West Valley, NY. The Minutes of the public hearing were included in the board packets for their review. For the record, Ms. Jean Bond was in attendance at this Public Hearing and she was in favor of the project.

RESOLUTIONS:

A Motion was made by Brent Driscoll, seconded by Michael Wimer, **RESOLUTION DETERMINING THAT ACTION TO UNDERTAKE A PROJECT FOR THE BENEFIT OF WEST VALLEY INN, 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. Wimer, Mr. Giardini and Mr. Snyder voting yes. Mr. Buffamante and Mr. Higgins, were excused. **Motion Carried.**

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

-A Motion was made by Richard Giardini, seconded by Michael Wimer to suspend the current CCIDA meeting and go into a Cattaraugus County Capital Resource Corp. meeting. All in favor – Motion Carried

***JCC Development Corp. Refunding – CCCRC**

The County of Cattaraugus Industrial Development Agency (CCIDA) Civic Facility Revenue Bonds (JCC Development Corp. Refunding Project), Series 2005 A in the aggregate principal amount of \$5,565,000.00. JCCDC is taking steps to move forward with the refunding of said bonds in an obligation an amount not to exceed \$4 Million.

The CCCRC Board passed a Resolution on March 13th authorizing the Chief Executive Officer of the CCCRC to hold a public hearing regarding a potential project to be undertaken for the benefit of JCC Development Corp., if and when the CRC received an application.

To date, currently the CCCRC does not have an application from JCC, however after JCCDC met with their Board, earlier this month, we in fact anticipate receiving an application for refunding purposes within the next 10/14 days. When an application is received from JCCDC we will be able to schedule a Public hearing and also send the necessary documents to Cattaraugus County for Public/Legislative Approval. JCCDC decided that this refunding project will have a significant amount of savings in interest costs for the college. Further updates should be forthcoming to the Agency , as they come in, the Staff will keep the Board apprised of the next steps to hopefully facilitate a refunding of the tax exempt bonds. In fact, we have a scheduled conference call with all the applicable parties on Wednesday April 25th at 10:00 a.m.

-A Motion was made by Brent Driscoll, seconded by Mike Wimer to end the CCCRC meeting and go back into the CCIDA Board. meeting. All in favor – Motion Carried

FINANCIAL REPORT:

A **Motion** was made by Richard Giardini, seconded by Gregory Fitzpatrick to accept the March 2018 financial statements as prepared. **Motion - Carried**

March income of \$65,730 was from Administrative Fees for Six Smith’s LLC \$2,000 and Homeridae LLC \$63,730 closing fees for both projects.

We also anticipate one or two new applications to be submitted to the CCIDA in the first quarter of 2018.

The Olean Manor, LLC is on target to close in early May 2018 on this project. This has a potential of being a \$17 Million dollar project in the Village of Allegany with a net Agency fee of \$170,000 for the CCIDA.

Mr. Wiktor reviewed with the CCIDA Board the Certificate of Deposit update through March 31, 2018. All backups were provided for the Boards review of the Agencies asset accounts.

***Executive Directors Report:**

-Internal (IDA Meetings/Discussions):

- ✓ Met with Mark Storch, and John Bay with Acadia Energy to discuss District Energy plants in Cattaraugus County.
- ✓ Luncheon meeting with Robert Dingman and John Walgus in regards to a Railroad meeting and development topics in town of Persia & Gowanda Area.
- ✓ Met with Joanne Campana for a Breakfast meeting at the Buffalo Club. She is a commercial lender with Bank of America.
- ✓ Met with Tim Hughes from C & S Engineers.
- ✓ Met with Kelly Andreano – Olean Ward 2 Representative at the Bartlett Country Club in Olean to discuss development in her Ward and how the IDA can assist.
- ✓ Angel Fund Meeting with Richard Zink from Southern Tier West at Holiday Valley. More details to follow on the proposed Angel Investing Fund that we are looking to create between Chautauque County, Cattaraugus County & Allegany County.
- ✓ Attended Economic Development Team Meetings at the County Building.
- ✓ Met with iEvolue at their office to go over newly updated website, to be completed in March.
- ✓ Attended the Cattaraugus County Business Development Corp. meeting at St. Bonaventure.
- ✓ CAE Board of Directors Meeting in Salamanca, monthly.
- ✓ Met with Brian Noble at our offices in regards to a large project in the Ellicottville area.
- ✓ Met with Ken Benson from the Federal Reserve Bank of New York to discuss the County's economy and trends that we are seeing in the sectors of businesses that we serve.
- ✓ Was a panelist at the Cooperative Extension in Ellicottville for the 4H Program. This event was held on two Wednesday evenings and focused on youth development and skill sets needed for future employment.
- ✓ Invest Buffalo Niagara met with three Cattaraugus County Manufacturers, more information to follow.
- ✓ Met with Greg Sehr to get an update on ongoing projects and to see if Greg has any clients looking for needs in our County.

- ✓ Will be putting together and hosting a Commercial Realtor Event at OBDC to engage and discuss area sites and buildings with our Commercial realtor's, and how we can better learn about available sites to place on our website, etc. Event will be in late May.
- ✓ The IDA will be sponsoring the Consolidated Funding Application training session in conjunction with Cattaraugus County at Empire State Development on May 30th at Holiday Valley.
- ✓ Hosting IBN on April 25th for a tour and meet and Greet with several Companies within the County.
- ✓ Discussed with a WNY Doctor about brining a new business to Ellicottville.
- ✓ Met with a local company who is looking to start up a manufacturing business in the North part of the County. Several follow meetings were held as well.
- ✓ Met with Paul Leone in regards to a Company in Erie County that may be considering Cattaraugus County for their manufacturing needs and growth.
- ✓ Met with Crystal Abers and a local developer in regards to a possible project in the North part of the County. Follow up meetings to be held.
- ✓ Met with Peter Krog, Jr. at the Ashford Office Complex in regards to a project.
- ✓ Attended the Hamburg Chamber of Commerce Annual Recognition Dinner on April 19, 2018 at the Brierwood Country Club.
- ✓ Meeting with John Kintner from 360 Productions at our Olean Office, to discuss his Company and its possible expansion of his Tech business, and possibly how the IDA may contract with Jeff for the use of our new website, etc.
- ✓ Have meeting scheduled with Horace Gioia, local Attorney to discuss development and client relationships. More to follow.
- ✓ Attended Olean Business Development Corp. meetings.
- ✓ Workforce Development Board (WBD) of Cattaraugus-Allegany County meeting scheduled at Moonwinks in Cuba on April 27th.
- ✓ Meeting with Mark Geise, new Chaqt. County IDA Director, and their CFO Richard Dixon in Jamestown on April 30th for a meeting.
- ✓ Job Fair scheduled for May 1, 2018 at the JCC – Olean Campus. I will be attending, also an event to help recruit college interns for the summer.
- ✓ Meeting with Sherri Falack with NYBDC, to discuss programs they have to offer and how they can assist our County's businesses, on May 1st.
- ✓ Meeting scheduled with John Stahley from Siemens on May 8th to discuss updates.
- ✓ Meeting scheduled with Chris Napoleon of NES – Napoleon Engineering Services, on May 11th to discuss updates.

Have made a number of calls and emails to businesses to set up future meetings, for visits and how the IDA may be able to help and assist with potential investment

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

- ✓ **Olean Times Herald Article:** dated: 4/3/18 by Rick Miller “*Long time Cattaraugus County Legislator Joseph K Eade dies*”. Mr. Eade was also a long time CCIDA Board Member, was the longest serving Board Members, since day of the IDA’s inception in 1971.
- ✓ **Invest Cattaraugus County:** “*Grow your business with us.*” New website up and running for use by developers. I will review with all the launch of the new website, along with the new social media (Facebook) page for Invest Cattaraugus County.
- ✓ **Olean Times Herald Article:** dated: 4/13/18 by: Kate Day Sager “*Allegany’s Field of Dreams closer to reality with groundbreaking*”. This groundbreaking was held on Thursday, April 12, 2018 at the Kinley Corp. offices and later moved on site for the groundbreaking. This is great news and a monumental step relating to this very key and transformational project.
- ✓ **Young Entrepreneurs Academy:** “*Investor Panel Presentation*” This event was held on 4/11/18 at the Cutco Theater on JCC Campus. Please see the follow up piece for info.
- ✓ **YEA! Investor Panel Results:** Nine top young entrepreneurs pitched their plan to a panel of six local investors and an abundance of local audience members at the Cutco Theater on JCC’s campus on Wednesday, April 11th.
- ✓ **Small Business Administration - SBA:** “*SBA & Cattaraugus County Present – Local Resources for Your Business.*” This event will be held on May 31, 2018 at 9-11 a.m. at the Magnano Room at JCC Campus in Olean, NY. Annual showcase of all of the economic development groups and Agency’s within the County and Region to help and assist.
- ✓ **Observer Article:** dated: 4/7/18 “*Gowanda residents voice positives toward state’s \$2.5 million project.*” Very good news for additional growth and investment in the North part of the County.
- ✓ **Buffalo Business First Article:** dated: 3/29/18 “*National Fuel Keeps up pressure to build \$455 Million – Northern Access pipeline*”. Update article in regards to the proposed Northern Access pipeline that is currently held up by the DEC.
- ✓ **Buffalo Business First:** dated: 3/26/18 “*Growth goes on at Cattaraugus County Bank*”. A very nice article in regards to CCB and its growth within the County and Region. Kudos to Mr. Michael Wimer for this exciting honor.
- ✓ **Southern Tier West:** “*Angel Fund – Rain Source Capital*” Elements of High Performing Angel Groups. Please see these applicable handouts for further information in regards to this potential fund that we are looking to create in the Southern Tier for Angel Investing.
- ✓ **Boosting the Entrepreneurial ecosystem with angel investing.**
- ✓ **Buffalo Niagara Partnership: -** dated: 4/2/18 – “*State Budget Passes*” Advocacy Update. Please see highlights of the passage of the NYS Budget and how the economic development components shook out.
- ✓ **Invest Buffalo Niagara:** Board Meeting held on April 12, 2018, Agenda for discussion.
- ✓ **Invest Buffalo Niagara:** *Site Broadcast Recap.* Listing of all of the projects that we have submitted to IBN in hopes of trying to land a net new business within the County.
- ✓ **National Joint Powers Alliance:** dated 4/6/18 “*Come one! Come all*” Promoting your city to business and industry.
- ✓ **The Villager Article:** dated 3/21/18 by: Nick Pircio “*Four Mile Brewing to Expand*” This was an CCIDA assisted project and we are very excited that they are expanding in the Olean, NY area. Recent IDA project continuing to grow!
- ✓ **Cattaraugus County 4-H Professional Development Clinic:** This event was held on March 28 and April 4, 2018 at the Cooperative Extension building in Ellicottville, Corey Wiktors was asked to participate as a panelist in this wonderful program.
- ✓ **Ellicottville Engaging its Residents –** Leadership of Town/Village of Ellicottville is engaging the EVL Community in a process of public planning for future growth and development. Questioner received, filled out and returned. Future meetings will be forthcoming.

Cybersecurity Research Center: This new Cybersecurity Research Center will have their Ribbon cutting and grand opening on April 24, 2018 at the St. Bonaventure

-Executive Session

A Motion was made by Richard Giardini, seconded by Michael Wimer to go into Executive Session (Relating to matters of property acquisition/disposition).

A Motion was made by Brent Driscoll, seconded by Michael Wimer to return from Executive Session back into the CCIDA Board Meeting.

Adjournment:

A Motion was made by Gregory Fitzpatrick, seconded by Michael Wimer at 1:06 p.m.

The next CCIDA Board of Directors meeting will be June 5th at 11:15 a.m. at the CCIDA Offices in Ellicottville, New York.