

COUNTY OF CATTARAUGUS INDUSTRIAL DEVELOPMENT AGENCY

BOARD MEETING MINUTES

December 8, 2020
CCIDA Offices
Ellicottville, New York
11:15 a.m.

** Please note this Board Meeting was conducted via Teleconference due to the Covid-19 Restrictions placed by N.Y.S. **

Roll Call: -Taken-

Members

Present:

Mr. Thomas Buffamante - Chairman
Mr. Joseph Higgins
Mr. Michael Wimer
Ms. Ginger Schroder

Excused:

Mr. James Snyder
Mr. Brent Driscoll
Mr. John Stahley

CCIDA Staff/Counsel:

Mr. Corey R. Wiktor, Executive Director CCIDA

Mr. George Cregg, Jr. – Legal Counsel, Hodgson Russ
Mr. Christopher Canada – Legal Counsel, Hodgson Russ
Ms. Nadene Zeigler, Esq. - Legal Counsel, Hodgson Russ

Presenters/Guests (Teleconference):

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

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

Chairman, Thomas Buffamante called the meeting to order at 11:18 a.m.

A roll call of the Board of Directors of the CCIDA was taken Mr. Buffamante, Mr. Higgins, Mr. Wimer and Ms. Schroder were present. Mr. Driscoll, Mr. Stahley, and Mr. Snyder were excused.

APPROVAL OF MINUTES:

A **Motion** was made by Thomas Buffamante with a second by Ginger Schroder to accept the October 20, 2020 CCIDA Board Minutes as prepared. **Motion Carried**

New Application/Project

-Win Sum Ski Corp:

Mr. Wiktor introduced Mr. David Trathen the CFO of Win Sum Ski Corp. who is joining the meeting via conference call due to Covid restrictions. Win Sum Ski Corp. is looking to purchase and install a Quad Chair lift at Yodeler Lodge.

Win-Sum Ski Corporation has asked the County of Cattaraugus Industrial Development Agency (CCIDA) to consider their application for the purchase and installation of a new detachable quad chairlift at *Yodeler Lodge*.

Holiday Valley Resort has announced plans to construct a new chairlift in 2021. The new lift is a state-of-the-art high speed detachable quad chairlift that will replace the fixed grip Yodeler Quad, built in 2001. The new lift will be supplied by Doppelmayr USA, based in Salt Lake City, Utah. Including installation, the cost of the new Yodeler High Speed Quad is \$4 million.

-The Total project cost/investment of \$4,000,000

Mr. Trathen stated that this is an exciting project for Win Sum Ski Corp. Customer demands an easier loading lift as are currently being used on other hills. This is a great project and will be a great benefit to the skiers that visit the Resort.

Mr. Wimer asked what the last lift was that was installed and the cost. Mr. Trathen stated that the Morning Star lift was the last one to be installed and the cost was around \$3,500,000 and this was done about five (5) years ago.

Mr. Buffamante asked if the towers have to be moved or replaced if a chair like this is installed? Mr. Trathen stated that yes, the tower placement has to be reconfigured. Win Sum Ski Corp. will be using local labor and also their own maintenance department to do most of the work for installation of this quad. Corey Wiktor asked how this quad chair will be shipped to Win Sum Ski Corp. David Trathen said that the quad chair will be shipped in pieces and Win Sum Ski Corp. will have a staging area set up for unloading when the shipments arrive.

Mr. Wiktor asked Mr. Trathen how they are going to be handling the New York State Restrictions in regards to Covid regulations. Mr. Trathen said they have been working with the Catt. County Health Department in regards to putting all necessary safety measures into place prior to the opening of the 2020-2021 Ski Season.

Mr. Wiktor advised Mr. Trathen that he will schedule the Public Hearing in the next couple of weeks and will let him know when the Public Hearing has been scheduled. Mr. Wiktor stated that this project is for Sales Tax benefit only of approximately \$250,000 +/- . Mr. Wiktor thanked David Trathen and wished him the best on Thursday's opening and to the Holiday Valley Resort.

RESOLUTIONS:

A Motion was made by Joseph Higgins, seconded by Michael Wimer, **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, Mr. Buffamante, Mr. Higgins, Mr. Wimer, and Ms. Schroder voted yes. Mr. Stahley, Mr. Driscoll, and Mr. Snyder were excused. **Motion Carried.** *(Mr. Buffamante stated that his firm does do work for Win Sum Ski Corp., however they have no financial interest in the Company or this particular project. Mr. Wimer also stated that his bank does work with Win Sum Ski Corp. however, they have no financial interest in the Company or this project.)*

A Motion was made by Michael Wimer, seconded by Joseph Higgins, **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, Mr. Buffamante, Mr. Higgins, Mr. Wimer, Ms. Schroder voted yes. Mr. Stahley, Mr. Driscoll, and Mr. Snyder were excused. **Motion Carried.** *(Mr. Buffamante stated that his firm does do work for Win Sum Ski Corp., however they have no financial interest in the Company or this particular project. Mr. Wimer also stated that his bank does work with Win Sum Ski Corp. however, they have no financial interest in the Company or this project.)*

Resolutions from Prior Applications/Projects that are in Process

(#1.) Olean Area Federal Credit Union:

-Olean Area Federal Credit Union had submitted an application to the CCIDA at the October 20, 2020, Board of Directors Meeting regarding their proposed project in Olean, NY. A Public Hearing was held at the Olean City Hall and also via conference call on November 19, 2020 at 10:00 a.m. Minutes were included in the Board Packets for Boar Members review.

Mr. Wiktor stated that this project will be a back-office project for the Olean Area Federal Credit Union, which is similar with what we have done a few years ago with Community Bank. This project is coming onto the tax roll and the Credit Union is working with the assessor in regard to an assessment.

Resolution:

A Motion was made by Ginger Schroder seconded by Thomas Buffamante, **RESOLUTUION DETERMINING THAT ACTION TO UNDERTAKE A PROJECT FOR THE BENEFIT OF OLEAN AREA FEDERAL CREDIT UNION IS A "TYPE II ACTION" AND NO FURTHER ACTION IS REQUIRED UNDER SEQRA WITH RESPECT THERETO.** A Roll Call vote was taken, Mr. Buffamante, Mr. Higgins, Mr. Wimer, Ms. Schroder voted yes. Mr. Stahley, Mr. Driscoll, and Mr. Snyder were excused. **Motion Carried.** *(Mr. Buffamante did mention that he is on the Olean General Hospital Board of Directors and the property that is being sold to Olean Area Federal Credit Union was owned by Olean General Hospital however Mr. Buffamante has no financial interest in the Company or this particular project.)*

A Motion was made by Ginger Schroder seconded by Thomas Buffamante, **RESOLUTION AUTHORIZING EXECUTION OF DOCUMENTS IN CONNECTION WITH A LEASE/LEASEBACK TRANSACTION FOR A PROJECT FOR OLEAN AREA FEDERAL CREDIT UNION (THE “COMPANY”)**. A Roll Call vote was taken, Mr. Buffamante, Mr. Higgins, Mr. Wimer, Ms. Schroder voted yes. Mr. Stahley, Mr. Driscoll, and Mr. Snyder were excused. **Motion Carried** (*Mr. Buffamante did mention that he is on the Olean General Hospital Board of Directors and the property that is being sold to Olean Area Federal Credit Union was owned by Olean General Hospital however Mr. Buffamante has no financial interest in the Company or this particular project.*)

(#2.) Eligible Projects Policy (Solar):

-Hodgson Russ LLP has prepared a redline version and a clean version of the Eligible Project Policy which was discussed at the October 20th and the November 18th CCIDA Board Meeting of 2020. As per the IDA Board and Cattaraugus County Legislature discussion and input, they have now provided us with a further revised Eligible Project Policy Resolution for consideration by the CCIDA Board for adoption for said Policy.

Mr. Wiktor did state this Policy is brought to the CCIDA Board after several months of working with CCIDA Board Members and also the Cattaraugus County Legislature directing the language also included the decommissioning plan. This Policy should give much more depth to our current Policy.

Mr. Cregg, Jr. also mentioned that changes have been made to the Wind Farm Policy which would require a letter from the Town prior to the CCIDA accepting a Wind Application. Mr. Higgins inquired about the Wind Policy and his thoughts in regards to adding additional language for the Wind Policy as compared to Solar Projects. Mr. Wiktor stated that we could always revisit the Wind Policy section if we are asked to accept a Wind application.

Ms. Schroder also stated that additional work needs to be done in regards to the Wind Policy. Ms. Schroder would like to see more work be done on the Wind Policy as soon as possible prior to any Wind applications being brought to the CCIDA Board.

Mr. Buffamante mentioned that we have devoted a lot of work to the Solar Policy and we need to beef up the Wind Policy in the very near future. Mr. Buffamante also stated that he agreed with Mr. Higgins and Ms. Schroders comments.

Mr. Wiktor stated that he will start looking at what will be required in regards to a Wind Policy as soon as January 2021.

Resolution:

A Motion was made by Michael Wimer, seconded by Joseph Higgins, **RESOLUTION APPROVING AMENDMENTS TO THE AGENCY’S POLICY REGARDING ELIGIBLE PROJECTS.** A Roll Call vote was taken, Mr. Buffamante, Mr. Higgins, Mr. Wimer, Ms. Schroder voted yes. Mr. Stahley, Mr. Driscoll, and Mr. Snyder were excused. **Motion Carried**

FINANCIAL REPORT:

Mr. Wiktor started that the Agency did receive \$77,178 income in October 2020. The month of November 2020 income was at \$133,784 from closings. *This brings the income for October/November 2020 to a total of \$207,962.*

A Motion was made by Joseph Higgins, seconded by Michael Wimer to approve the Financial Report for **October and November 2020** as prepared. A Roll Call vote was taken, Mr. Buffamante, Mr. Higgins, Mr. Wimer, Ms. Schroder voted yes. Mr. Stahley, Mr. Driscoll, and Mr. Snyder were excused. **Motion Carried**

***Executive Directors Reports:**

-Internal (IDA Meetings/Discussions):

- ✓ **2020 Year in Review for the CCIDA.** Please see the report that was included in your packet for review on what the Agency worked on in 2020-*Theme being: Policies-Programs-Projects!*

Mr. Wiktor took a moment to thank the CCIDA Board of Directors and Cattaraugus County for their part in assisting our Agency in maneuvering these ever-changing times during the Covid 19 pandemic. Mr. Wiktor also wanted to thank the Emergency Services office for their endless contract tracing efforts to keep the spread of the COVID 19 under control. Mr. Wiktor also mentioned that some of these departments have been working endless hours to try and keep up with the ever changing restrictions in regards to COVID 19.

Mr. Buffamante also thanked Corey Wiktor for his continuous efforts in finding a way to continue doing business during these challenging times. The year 2020 was very different however, the CCIDA had numerous projects brought to our Agency and it looks like 2021 will be another busy year.

Mr. Wiktor mentioned that if anyone has any questions in regards to his 2020 Year in Review for the CCIDA he would be more than happy to meet with them and go over any questions that anyone may have.

- ✓ Teleconference with an out of State developer who is starting early stages of review on a potential very large Tourism project within Cattaraugus County.
- ✓ Meeting with City of Olean Mayor Aiello regarding various projects and updates that are occurring in the City of Olean.
- ✓ A second meeting with a local real estate developer who is considering a Workforce Housing Project in the Ellicottville area. Future meetings have been set up, as the developer is working on purchasing the land for this proposed development. More to follow.
- ✓ Attended the WIB Board meeting.
- ✓ Attended the IBN Board Meeting via Zoom.
- ✓ Met with Earl Wells from E3 Communications to discuss a possible new/update website for the Agency, and overall marketing project ideas that we may consider in 2021.

- ✓ Attended the monthly CCBDC Board meetings relating to small business loans within Cattaraugus County.
- ✓ Met with Robert Dingman from the NY & LE RR to discuss various updates, insurance certificates, ideas on freight and tourism and a possible "Rails to Trails" program. More to follow in 2021.
- ✓ Attended the monthly Olean Business Development Board meetings, via Zoom.
- ✓ Met with the Town of Otto and attended a Public Hearing to discuss the IDA's role in proposed projects, SEQR and the PILOT.
- ✓ Teleconference with a local construction Company who is working on a sizeable project with an out of state developer on a project in the Olean-Allegany area.
- ✓ Conference call with Lindsay McIntyre with Borrego Solar Company on the update and status of their proposed project in Portville. They have good news, and have received their final approvals from National Grid to move forward on the project. The project should close with the IDA in December 2020.
- ✓ Met with Richard Zink from Southern Tier West to discuss a variety of topics related to economic development, ideas for 2021 and the WRC & STEDO Loan Funds and possible projects within the County.
- ✓ Met with Tim Emley and a representative from Houghton College to discussion solar projects, the benefits, the good and bad. Very good meeting.
- ✓ Attended the Buffalo Niagara Partnership Annual Meeting via Zoom. Very good recap meeting and what lies ahead in 2021 in WNY.
- ✓ We with Patrick Reagan (owner) of Metallic Ladder for a business update meeting and plant tour. Very good Company and fingers crossed for them for a fruitful 2021.
- ✓ Discussed a project with an Olean based Company on a repurposed Brownfield site. We could see an application to the IDA in 2021 relating to this proposed project.
- ✓ Met with Carl Calabrese to discuss a fiber optic and Wifi proposal. More to follow.
- ✓ Met with John Crawford, City of Olean Aldermen & newly hired SBDC Representative in Olean to discuss small business loans, programs and ways the IDA & SBDC could work together to better the small business climate.
- ✓ Teleconference with a local area manufacturer who is still anticipating a sizeable investment in their business. Potential 2021 project as well. Fingers crossed as we have been working with this Company for 18 months.
- ✓ Attended the Western Region Loan Corp. Board meeting, via Zoom.
- ✓ Met with a local investor who is considering an adaptive reuse project in the Olean area with a New Jersey developer. We've actually had 2 meetings to date on this, hopefully we see an application and investment in mid-2021.

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

- ✓ **Business First Article:** “Project Towers over Olean”, Manny Hanny Project highlighted in the Fall 2020 Build Western New York. Savarino Company is the developer on this Project with an investment of \$12M which is currently under construction. This redevelopment will transform the eight-story building into a mixed-use complex with 21 market rate apartments.
- ✓ **The Villager Newspaper** – New Skiing Guidelines outlined in this article dated November 25, 2020. *Ski Areas Prepare for 2020-2021 Ski Season.*
- ✓ **The Villager Newspaper:** *Cleaning Air Clean of Covid.* Ellicottville Brewing upgrades HVAC System to all EBC Locations including their brand new Taqueria.
- ✓ **Ski Magazine:** “*Holiday Valley ranked as sixth best ski resort in the eastern half of North America by Ski Mag.* Excellent news for the Resort!
- ✓ **Invest Buffalo Niagara:** 2019-2020 Annual Report to Investors.
- ✓ **NYSEDC Board Meeting:** NYSEDC Virtual Board Meeting held on November 5, 2020.
- ✓ **Intandem Solutions:** Letter offering their services for commercial cleaning offerings, including their brand new COVID19 Disinfection Service.
- ✓ **Montgomery & Orange County IDA:** Montgomery and Orange County IDA’s request for Proposals for Project Labor Monitoring Services. Received copies of the RFP for these two (2) IDA’s in regards to our recent discussion in regards to Monitoring of Labor by Loewke Brill Consulting Group.
- ✓ **MJ Painting:** The Customer list for MJ Painting is very impressive as we are familiar with several of their customers. (National Fuel, CUTCO, and Dominion Energy to name just a few).
- ✓ **MJPainting:** MJPainting donates 200 Turkeys for Thanksgiving to Olean Food Pantry. Such an impressive Community oriented business. It is a pleasure to have businesses in Cattaraugus County like this. Great job, Mike!
- ✓ **Job Fair:** Virtual Career Fair held on November 17 & 18, 2020 in conjunction with WNYDOL Regional Job Fair. This was a two-day event with businesses setting up booths and this job fair was also held virtually.
- ✓ **Billings Sheet Metal Inc.:** October & November 2020 Monthly Market Bulletins.
- ✓ **Cattaraugus County Business Development Corp.:** Board Meeting via Zoom held to discuss several possible loans in the works within the County relating to small businesses.
- ✓ **BNP Manufacturer Sector Forecast:** Zoom meeting held on December 1, 2020 from 8-9:00 am. Fingers crossed for a more productive and safer 2021 with our manufacturing Firms within the County and Region.
- ✓ **Cattaraugus County Legislature:** Corey Wiktor has been appointed to the Route 219 Corridor Development Committee effective immediately. This term will continue through December 31, 2023.

Adjournment:

A **Motion** was made by Thomas Buffamante seconded by Joseph Higgins to adjourn the meeting at 12:25 p.m.
All in Favor – Motion Carried.

Adjournment in Memory of Erick Laine who passed away on December 1st. Since buying Alcoa in 1982, Erick has loved Olean and this entire Community. His wisdom, vision, passion and love cannot be underscored. We will forever miss Erick and how he will forever be “stamped” in the makeup of this County. The IDA Board and Staff sends our deepest condolences to the entire Laine Family and the entire Cutco Team/Family.

*** Next CCIDA Board of Directors Meeting: Friday, January 8, 2021 at 10:00 A.M. at the CCIDA Offices in Ellicottville, N.Y. and via Conference Call**