

**COUNTY OF CATTARAUGUS
INDUSTRIAL DEVELOPMENT AGENCY**

BOARD MEETING MINUTES

**Tuesday, December 4, 2018
CCIDA OFFICES
9 East Washington Street, Ellicottville, New York
11: 15 a.m.**

Roll Call: -Taken-

Members

Present:

Mr. Thomas Buffamante -Chairman
Mr. Joseph Higgins
Mr. Brent Driscoll
Mr. Vergilio Giardini
Mr. James Snyder
Mr. John Stahley
Mr. Michael Wimer

Excused:

All Members Present

CCIDA Staff:

Mr. Corey R. Wiktor, Executive Director CCIDA

Guests:

Mrs. Crystal Abers – *Economic Development Planning & Tourism*

Mr. John Thomas – *The Villager, Newspaper*

Mr. Rick Miller – *Olean Times Herald*

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

Chairman, Thomas Buffamante and the entire Board welcomed Mr. John Stahley as the newest member of the CCIDA Board. Mr. Stahley will be filling the vacancy left by the resignation of Mr. Gregory Fitzpatrick. All Board Members introduced themselves and again welcomed Mr. Stahley to his new placement on the CCIDA Board. This is the first board member from Siemens one of the largest private sector employers in Cattaraugus County.

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

APPROVAL OF MINUTES:

A Motion was made by Vergilio Giardini with a second by Joseph Higgins to accept the October 23, 2018 CCIDA Board Meeting Minutes as presented to the CCIDA Board. **Motion Carried**

***2018 County of Cattaraugus IDA “Year In Review”:**

Mr. Wiktor included in the Board packets his “Year In Review” which he discussed in regards to what has taken place in 2018. The main theme of 2018 seemed to be Workforce Development. The CCIDA now has the ability to expand our benefits to existing structures, rather than just traditional, new builds. We have supported projects to further assist small Manufacturing related projects such as Rafa Systems located in Ellicottville, NY. We have also approved the used of the Adaptive Reuse Program in regards to the redevelopment of the West Valley Inn, LLC. The Agency’s Tourism Policy has also come into play in regards to a development project in Ellicottville relating to several key upgrades at Holiday Valley and HoliMont. In addition, the IDA’s sister organization the Cattaraugus County Capital Resource Corp. issued a tax-exempt bond for Jamestown Community College in 2018.

Mr. Wiktor also mentioned some of the new products that have been introduced in 2018, the new website, InvestCattaraugus.com. In 2018 the CCIDA Board and staff made a very serious commitment to improve our website and social media presence. We are very happy to report that the new website has been launched with a much more modern look and many updated features. We have also put together a much more comprehensive property directory that features many available buildings for sale and or lease along with available property within the County. This new site has seen increasing web traffic each month since its launch in the spring of 2018.

In conjunction with the new website created, we also have launched a social media/Facebook page for Invest Cattaraugus. This page is linked to job postings, social events, area news, etc. within Cattaraugus County. This page has had a steady growth of “likes” since its launch in 2018. It is our desire to continue to promote and keep this page active and up to date.

A highlight that was discussed in the recap, was the IDA’s financial support and commitment to a newly launched endeavor, Young Entrepreneurs Academy “YEA”. In 2017 Mr. Richard Zink and Ms. Halley Kottwitz from Southern Tier west gave a presentation to the CCIDA Board in regards to YEA that has recently been proposed to be started by Southern Tier West. YEA is a groundbreaking and exciting program that transforms local middle/high school students into real, confident entrepreneurs. Through the year long program, students in grades 6-12 generate business ideas, conduct market research, write business plans, pitch to a panel of investors and launch their own companies.

The IDA Board supported this endeavor, and the first year has been a great success with having 14 students enrolled in this program. The IDA had a seat at the table, in judging and picking the winners of this scholarship business proposal. Year 2 of YEA will be kicking off in early 2019, and once again the IDA will be a participant and supporter of this entrepreneurial business program.

Mr. Wiktor discussed that we will be hosting a “cross boarder Ellicottville event” in February to invite local business leaders and some Canadian business leaders to see what inroads we can make with attracting new businesses to Ellicottville, that align with Ellicottville’s DRI Application that was recently submitted.

The CCIDA joined Invest Buffalo Niagara (IBN) as a Board Member. The IBN was founded in 1999, and represents the eight counties of Western New York. Their mission is to attract new employers to the Buffalo Niagara region through outreach to growing companies around the world to support business attraction, expansion, and entrepreneurship. IBN collaborates with local businesses, universities, nonprofit organizations and elected officials to deliver a unified response to regional economic development opportunities.

Mr. Wiktor stated that he has held many meetings the IBN and are currently working on some marketing endeavors. One very large need besides work force is move in ready 50,000 sq. ft. of space for a new business or existing business expansion. This type of building is lacking in Cattaraugus and leaves a huge hole in what we are able to offer new prospective businesses.

Another item to discuss is a new program that has been created and implemented the SNAP Lease “Small Manufacturing Program”, the purpose of this Policy was to roll out a simplified and modified version of our traditional tax abatement program to allow small manufacturers in the County to obtain NYS Sales tax only abatements on purchases of equipment and or fixtures. This program will allow small sized companies a cost-effective way to obtain benefit in terms of saving n the 8% sales tax associates with the purchase of materials.

Rafa Systems was granted this program in July of 2018 and were very excited to move into the old Meri -Tool building in Ellicottville, New York.

The IDA Staff and Board will also be starting a social media platform (Facebook page) that will focus on “Cattaraugus County ExPats”, who have moved away, in hopes of luring some people back to the County. We will keep this active and will continually update daily/weekly on various highlights, pictures, new stories, etc.

Mr. Wiktor stated that he will continue the “Project in Process” update at all CCIDA Board Meetings. This process was started in 2016, the Agency will continue to implement a “Project in Process Update” at each Board meeting to keep the Board and public apprised of how a recent IDA induced project is fairing with its development and investment. These projects will be continued to be charted, tracked and monitored.

The CCIDA Induced 7 Projects in 2018 for a total of \$28,091,100.00

Mr. Wiktor mentioned that the CCIDA is in the “black” by \$151,000 (+,-) which is very good news as opposed to a few of the previous years. We currently have \$21,000,000 Million in projects in the pipeline, that we expect to close in 2019. We hope to have a very robust and fruitful year in 2019. Fingers Crossed.

***CCIDA Active Project Update:**

Rafa Systems – 2018 “Snaplease” Project Update:

In the summer of 2018, the CCIDA had implemented a new program to allow small manufacturer’s in the County the ability to obtain NYS Sales Tax abatement from the IDA at a streamlined process. Rafa Systems was the first company to take advantage of this program, to allow the purchase of various pieces of equipment for their manufacturing/assembly company that is now located in Ellicottville.

In November 2018, we are happy to report that Rafa Systems (Former OCI) is leasing space in Ellicottville on Park Avenue. To date, Jason has hired 2 new people, with a third new employee starting in Jan. of 2019. Jason has been aggressively working on new sales channels both nationally and internationally in Brazil, which could lead to a great opportunity there in 2019. This is a great Company to see have early success! We wish Jason and his Team all the very best. To learn more about their business, please see: www.rafasystems.com

FINANCIAL REPORT:

A Motion was made by Joseph Higgins, seconded by Joseph Snyder to approve the Financial Reports for **October and November 2018** as prepared - **Motion Carried**

✓ **October Income: \$4,277.00**

-Win Sum Ski Corp. - \$4,277.00 – Sales Tax Letters relating to 2018 Project

✓ **November Income: \$12,000.00**

-CCCRC Yearly Administrative Agreement with the CCIDA: \$12,000.00
(In 2018 the CCCRC issued a Tax-Exempt Bond deal utilizing the CCIDA.)

Final Approval 2019 CCIDA Operating Budget:

A **Motion** was made by Joseph Higgins seconded by Michael Wimer for final approval of the 2019 Operating Budget as prepared. **Motion Carried**

Additional Information:

Mr. Wiktor stated that HoliMont’s 2018 Application closed with the IDA in November 2018. In addition to this Mr. Wiktor does anticipate a new application to be on the February 2019 Board Meeting Agenda.

Mr. Wiktor mentioned that the updated Asset Account listing through 11/30/18 was included in the Board Packets. If any Board Member would like to see the collateral statements for these asset accounts please let me know and I will provide them to you for your review.

***Executive Directors Reports:**

-Internal (IDA Meetings/Discussions):

- ✓ Met with elected Officials and members of Rafa Systems at the IDA Office on Oct. 24th to discuss next steps in their project, etc.
- ✓ Conference call with NYSEDC to discuss 2019 Annual Conference that will be in Albany. I will present on Tourism destination projects and how the IDA supports them through our various abatement programs and demonstrate the impact of such projects in Cattaraugus County.
- ✓ Met with Paul Neureuter and David Hart from Hart Hotels to discuss the HK Olean project that will be starting in the Spring of 2019 in Olean. The hotel will now be a 92 room Hampton Inn. Additional projects were also discussed at this meeting that are looking to take shape on the Olean Gateway land. Mr. Wiktor also mentioned that some of the land at this location has been sold to accommodate the solar project by Solean. This is a certified clean brownfield with approximately 25 acres available for industrial development with utilities and located in very close proximity to I86. Mr. Wiktor wanted to clarify to the CCIDA Board that HK Olean is the Hotel project and Olean Gateway is an entirely separate project. Several projects are in the works or in the discussion phase for the remainder of this desirable development location.
- ✓ Met with John Cappellino at ECIDA to discuss various updates and possible grant proposals on the rail lines that each IDA respectively owns/operates.
- ✓ Conference call with Peter Krog Shawn Griffin relating to the former Laidlaw parcel of land that is in question, noting the IDA as owner, even though the Agency does not own the land.
- ✓ Attended Team meetings in Little Valley.
- ✓ Met with Jim Finch from Acme Business Supply to discuss a number of initiatives.
- ✓ Met with local property owner in Randolph who is looking to renovate a building on the Main Street, the IDA did offer our Adaptive Reuse programs to the project. Possible Spring 2019 Project.
- ✓ I have a meeting on December 5th with Savarino Development to discuss the Manny-Hanny and Seigel Buildings and the subsequent renovation project on each building. Fingers crossed. These projects are still in the que for redevelopment. Mr. Wiktor discussed the many ideas that are being brainstormed in regards to the uses and best fit for this mixed-use property.
- ✓ Attended WNY Rail Corridor Project Meeting in Buffalo. Very well attended and had members from Niagara, Erie, Chaqt. Cattaraugus and Allegany Counties. This meeting was in relation to the proposed rail project that has been under discussion since 2016/2017. More to follow in the coming months in regards to the various PFRAP Grant applications that will be submitted.
- ✓ Met with a local developer in Olean regarding a parcel of land that they are looking to do a spec manufacturing building on the site. This is something that is very needed and desired by Companies as we have been asked on available buildings on several occasions.

- ✓ Attended OBDC Board meeting.
- ✓ Meeting set up with Greg Sehr, Upstate Consultants, LLC. to discuss some possible business initiatives for 2019.
- ✓ Reviewed and met with a developer who is considering a very large Tourism Destination project in the County in 2019. I am looking at having this on the agenda in the Winter/Spring 2019. This is a very exciting and cutting-edge project.
- ✓ Continued to meet and discuss with an international company on the purchase and acquisition of a local business within the County who is looking to invest assuming the purchase is completed. Good news thus far!
- ✓ Had several discussions with two (3) solar companies in regards to possible projects here in Cattaraugus County in 2019. Some Towns are starting to enact specific zoning /planning boards to regulate these solar projects that have become increasingly more desirable with the Federal/State Tax Credits that are being offered to the developers. One of the drawbacks of these type of projects is that they are very land intensive, which means they take a considerable amount of land for each project. Mr. Wiktor stated that the Homeridae Project for instance that is being built on the Homer Street land they purchased from Don Benson taking up a total of 22 acres of land for this one project.
- ✓ Will be attending December WIB Board meeting.
- ✓ Met with a local energy company that updated me on a very large and comprehensive project, relating to a pipeline project that goes through Cattaraugus County.
- ✓ Lining up many meetings with Cattaraugus County companies to discuss updates and any investment plans that they may have in 2019. Mr. Wiktor has drafted a letter to send to several companies to keep the IDA in mind, should they be considering any capital projects in 2019. This draft was handed out to CCIDA Board Members for their review and comments prior to mailing out to prospective clients.

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

- ✓ **Business First Article:** *“Build Western New York Annual Review”*. Annual report (CORE Development) by Business First. Highlighting various projects and investments that occurred in Cattaraugus County in 2018.
- ✓ **Olean Times Herald Article:** by: Rick Miller *“New York State Department of Labor, Southern Tier Jobless rate down, employment up”*. A recent article highlighting the decrease in the unemployment numbers in Cattaraugus County and the Southern Tier as a whole. This is good news and we hope that this trends continues. Workforce development will be a crucial topic!
- ✓ **Cattaraugus County** by: EMSI – *“Economy Overview”*. A recent report on various demographic information and business sectors in Cattaraugus County. Very pertinent information! I have added this report to our website as well.
- ✓ **Olean Times Herald Article:** *“Mayor – Olean Gateway Hotel to be Hampton Inn”*. A recent article noting the update and plans for a Spring 2019 construction for the HK Olean development, for a new Hampton Inn Hotel in Olean.

- ✓ **Olean Times Herald Article:** dated 10/29/18 “*Education Migration*”. A very scary and telling story completed by the OTH on the overall decrease in the number of students in our area school systems. All leading to the bigger picture of loss in population. A very detailed report and article.
- ✓ **Olean Times Herald Article:** dated 10/28/18 “*The State of New York rural schools left behind*”. Additional article to above topic.
- ✓ **YEA – Young Entrepreneurs Academy Article:** On Monday, November 5th, the Young Entrepreneurs Academy (YEA!) HOSTED BY THE Blair County Chamber of Commerce in Pennsylvania, had the pleasure of hosting a special presentation given by local success story, Lani Lazzari.
- ✓ **Bookings Article:** dated 11/13/18 “*For Amazon, HQ2 location decision was about talent, talent, talent.*”
- ✓ **Channel 4 News:** “Trump refugee cuts slow resurgence of cities like Buffalo”.
- ✓ **Area Development Article:** dated 11/19/18 “*Negotiating Incentives for Your Next Capital Investment*”
- ✓ **WNY Regional Rail Corridor Project:** Funding Partners meeting held on November 19, 2018 at the Western New York Railway Historical Society in Buffalo, New York. Agenda of the day and meeting.
- ✓ **Governor Andrew M. Cuomo:** 2018 Regional Economic Development Council Awards to be held on Tuesday, December 18, 2018 at 11:30 a.m. in the Albany Capital Center.
- ✓ **Billings Sheet Metal:** October 2018 “*Monthly Market Bulletin*”. Recent market trends that one area manufacturer is seeing.

***Executive Session:**

A **Motion** was made by Joseph Higgins, seconded by Joseph Snyder to go into Executive Session relating to a matter of personnel. **Motion Carried**

A **Motion** was made by Thomas Buffamante, seconded by Joseph Higgins to increase the salary of Corey Wiktor from \$98,000.00/year to \$100,000.00/year. All in favor. **Motion Carried**

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

Adjournment:

A **Motion** was made by Brent Driscoll, seconded by Michael Wimer to adjourn the meeting at 1:15 p.m. All in Favor – **Motion Carried.**

-The next CCIDA Board of Directors meeting will be February 7, 2019 at 10:00 a.m. at the CCIDA Offices in Ellicottville, NY. This will be the Hodgson/Russ Ski Day at HoliMont Inc.