

COUNTY OF CATTARAUGUS INDUSTRIAL DEVELOPMENT AGENCY

BOARD MEETING MINUTES

**Thursday, February 1, 2018
CCIDA Offices
9 E. Washington Street, Ellicottville, NY
10:00a.m.**

Roll Call: -Taken-

**Members
Present:**

Mr. Joseph Higgins- Vice-Chairman
Mr. Brent Driscoll
Mr. Greg Fitzpatrick
Mr. Michael Wimer
Mr. Joe Snyder

Excused:

Mr. Thomas Buffamante
Mr. Vergilio Giardini

CCIDA Staff:

Mr. Corey R. Wiktor, Executive Director

Mr. George Cregg, Jr., CCIDA Legal Counsel

Presenters/Guests:

Mr. John & Jennifer Tinelli – *T and D Resorts, Inc.*
Rick Miller – *Olean Times Herald, Newspaper*
John Thomas – *The Villager, Newspaper*

Crystal Abers – *Cattaraugus County Economic Dev. Planning & Tourism*

Vice-Chairman Joseph Higgins called the meeting to order at 10:06 a.m.

A roll call of the Board of Directors of the CCIDA was taken; A Roll Call vote was taken with, Mr. Driscoll, Mr. Fitzpatrick, Mr. Higgins, and Mr. Snyder & Mr. Weimer were present. Mr. Buffamante and Mr. Giardini 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 December 5, 2017 CCIDA Board Meeting Minutes as presented to the CCIDA Board. **Motion Carried**

-T and D Resorts, Inc.

-T and D Resorts, Inc.- T and D Resorts, Inc. 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. T and D Resorts, Inc. will be constructing a very unique feature to their Resort; they will be adding an *LeeKee Lagoon Splash Pad*. This feature will be the only one like it located in Cattaraugus County, and only the second one in the region! In addition to the splash pad, T and D Resorts will be adding several new camp sites, improving various resort roads, adding new deluxe cabins and other amenities in this proposed two tiered phased project/investment.

T and D Resorts, Inc. currently is a 69 acre site located in the town of Franklinville, New York. Roughly 39 acres comprises the resort. There is a pond, 214 campsites, 4 cabins, RV Rentals, volleyball courts, playgrounds, etc. that make up this destination campground/resort.

-Total project cost/investment of: \$800,000(+,-).

Mr. Wiktor introduced John and Jennifer Tinelli from T and Resorts, Inc. in Franklinville, NY. They are looking to expand their campground business and be able to bring in the weekday business that is lacking. They currently have weekends and holidays full and they are looking to grow their weekday business. Mr. Tinelli stated that with the proper marketing strategy they should be able to bring in an additional 10 to 15,000 new reservations over the next two or three years. This will bring additional visitors to Franklinville, NY and Cattaraugus County. John Tinelli mentioned the huge impact that the campground is already making on Franklinville, NY. The Tinelli's hear from restaurants and from the local businesses in regards to their opening date and themed weekends so that they will be ready for an influx of visitors to the area.

The IDA is willing to assist this project with the sales tax abatement, mortgage recording tax and tourism PILOT for this particular project. This is a project that Cattaraugus County is very excited about because it is geared to families which is something that is very much needed in our area.

This is a very exciting project that will also allow many local business in the area to stay busy with increased retail orders & ancillary goods purchased, increased sales tax and increased generated bed sales tax within the County.

RESOLUTIONS:

A Motion was made by James Snyder, seconded by Brent Driscoll, **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 T AND D RESORTS, INC. A Roll Call vote was taken with, Mr. Driscoll, Mr. Fitzpatrick, Mr. Higgins, and Mr. Snyder voting yes. Mr. Buffamante, Mr. Wimer, and Mr. Giardini were excused. **Motion Carried.**

A **Motion** was made by Brent Driscoll, seconded by Gregory Fitzpatrick, **RESOLUTION DIRECTING THE EXECUTIVE DIRECTOR OF COUNTY OF CATTARAUGUS INDUSTRIAL DEVELOPMENT AGENCY TO TAKE CERTAIN ACTIONS UNDER ARTICLE 8 OF THE ENVIRONMENTAL CONSERVATION LAW IN CONNECTION WITH A PROPOSED PROJECT TO BE UNDERTAKEN FOR THE BENEFIT OF T AND D RESORTS INC.** A Roll Call vote was taken with, Mr. Driscoll, Mr. Fitzpatrick, Mr. Higgins, and Mr. Snyder voting yes. Mr. Buffamante, Mr. Wimer, and Mr. Giardini were excused. **Motion Carried.**

***CCIDA Active Project Update/Review:**

Kreinheder Properties, LLC.

Kreinheder Properties, LLC./S & W Companies, LLC.: In October 2016, Kreinheder Properties, LLC. Submitted an application to the CCIDA to consider inducing their proposed Manufacturing/Tourism project that is proposed to take place in the Village of Little Valley, New York.

The Companies are looking to renovate and overall the former "*King Window/Salamanca Beverage*" building. The existing facility on Second Street in the village of Little Valley which is roughly 75,000 sq. foot, which will need a complete renovation and updates. The project will include new siding, new roof, new parking lot, landscaping/lighting, new electrical service, plumbing, indoor fixtures, tables, racks, etc.; and all equipment to constitute a beer manufacturing facility. This project will house major manufacturing of Ellicottville Brewing Company's beer. There will also be a tasting room, emphasis on tours, possible outdoor concert events and in 2018, a beer museum is planned to be incorporated into the proposed project, to highlight the history of craft beer and craft beer making in the region and state.

Mr. Wiktor stated that Kreinheder Properties has hired 40+ local tradesman to work on the new facility. The new Little Valley facility plans to hire 30+ people when they open. Adding to this point, Mr. Kreinheder held a Job fair on January 28, 2018 and had 32 people show up to submit job applications to be considered for new hires. This is going to be a beautiful facility and a welcome addition to the Village of Little Valley, NY. Mr. Wiktor mentioned that 100% of the bottling line and manufacturing equipment was made in the United States. Mr. Kreinheder is scheduled to open the facility in the summer of 2018. Several pictures were provided for review as well to the Board members. **Total project cost/investment of: \$5,500,000(+,-).**

FINANCIAL REPORT:

A **Motion** was made by Brent Driscoll, seconded by James Snyder to accept the December 2017 and January 2018 financial statements as prepared. **Motion - Carried**

December 2017 & January 2018 Income: Income for the month of **December** was **\$4,935.00**, relating to the current HoliMont Inc. Project (Sales Tax letters). **January 2018** income as **\$165,910.00**, relating to the

Administrative Fee from closing two (2) solar projects and **\$2,351.00** from Win-Sum Ski Corp. (Sales tax letters).

Total December 2017 income was \$4,935 and income for January 2018 income was \$168,261.00

In addition, the Agency also has currently has three (3) projects in the closing stages (Homeridae, Six Smith's, & Olean Manor. LLC.). We also anticipate one or two new applications to be submitted to the CCIDA in the first quarter of 2018.

2017 Audit Review/Discussion:

The Audit Committee held a Conference Call/Meeting on January 11, 2018 in regards to preparing for the 2017 Audit field work, relating to RA Mercer's proposal. Mr. Wiktor also mentioned that the cost of the audit has raised from \$6,500 to \$8,500. It was decided by the Audit Committee to have the IDA Staff get a hold of Denise Veloski to have her submit a proposed engagement letter to be reviewed before any final selection and or determination is made on selecting an Audit Firm for purposes of conducting the 2017 CCIDA/CCCRC.

Denise Veloski has left employment of RA Mercer and moved onto Johnson, Mackowiak & Associates in Fredonia, NY. A Conference Call was held on January 19, 2018 with JMA- at which time Denise Veloski reviewed and discussed her submitted engagement letter to the IDA for purposes of doing the 2017 Audit for the CCIDA/CCCRC. The price from Johnson, Mackowiak & Associates was the same as the new pricing with RA Mercer it came in at \$8,500.00.

Mr. Fitzpatrick mentioned that Denise Veloski is familiar with our Agencies and the required auditing procedures with IDA's and public benefit corporations alike. The Audit Committee had made mention that we also have continuity with her abilities and felt comfortable that she could complete the Audit by our March 13th upcoming Board meeting.

In addition, the Audit Committee has asked Mr. Wiktor to send out for RFP's during the summer of 2018 to survey local auditing firms within Cattaraugus County their appetite to conduct future audits of the Agencies. Mr. Driscoll stated that the main reason to go out for RFP's is to try and keep the audit within Cattaraugus County.

Mr. Wiktor mentioned that after discussion with Tom Buffamante he stated that the price of \$6,500 is fairly low and the new price of \$8,500 is not high or low and is probably a very fair price in the industry today to complete the audits.

A Motion was made to by Brent Driscoll and seconded by Greg Fitzparick to hire Denise Veloski of the firm Johnson, Mackowiak & Associates as the firm to complete the 2017 CCIDA/CCCRC Audit.

Minutes from the Conference Calls of January 11th and January 19th were approved by Brent Driscoll, seconded by Gregory Fitzpatrick to accept the minutes as presented. (*Minutes of both Audit Cmt. Meetings were presented to each Board member for their review*) **Motion Carried**

***Executive Directors Report:**

-Internal (IDA Meetings/Discussions):

- ✓ Recently submitted a property site requests from Invest Buffalo Niagara, in relation to ***Project Weedwhack***. We hope to be conducting personal meetings and further tours in the coming weeks. Also have followed up with submissions that were submitted in late 2017.
- ✓ Continued discussions 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 several weeks.
- ✓ Conducted another meeting with a local development firm who is in the early stages of putting together a very large and significant development project in the Ellicottville area. Future meetings have already been set up for March of 2018.
- ✓ Contacted 18 manufacturers and businesses over the past few weeks to set up meetings. We have lined up several meetings with hopes of bringing a few proposed projects and possible developments on line in 2018.
- ✓ Met with a Buffalo area distribution company who is in the early stages of exploring a possible location in Cattaraugus County. This could be a great project for the County!
- ✓ Looking to set up an "***Angel Fund***", for purposes of offsetting costs of the creation at set up of business plans. There is a great need for this type of professional service for our startups looking to do and complete an encompassing business plan. Have met with Richard Zink from STW to lay this out, we will be reviewing with the IDA Board.
- ✓ *Advanced Business Service Group*: Follow up meeting 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 by the first quarter of 2018.
- ✓ Have a meeting set up with John Stahley from DR/Siemens to discuss various updates.
- ✓ Met with Mark Storch & John Bey with Arcadia Energy in regards to the potential of a few Cattaraugus County manufacturers developing Micro Grids at their facilities. They will also be presenting at the NYSEDC Conference. We are also looking to set up a "Lunch and Learn" with area companies to outline the potential energy savings that these projects can bring.
- ✓ Met with Karen Strickland in South Dayton to review a site that we are hoping to lure in a trucking/hauling Company to South Dayton. Additional meetings will be set up.
- ✓ Attended the Cattaraugus County Economic Development Team Meetings.
- ✓ Met with Don Benson, Benson Construction & Development to discuss updates and potential plans with the Homer Street properties and Brownfield lands.
- ✓ Attended Olean Business Development Corp. meetings.
- ✓ Met with Tim Hughes, C & S Engineers to discuss a possible project in Cattaraugus County.
- ✓ Met with local realtor Dan Mania, from Emprise Realty in regards to a possible project in the Ellicottville area. Additional meetings have already been scheduled with client.
- ✓ Met with Mayor Aiello to discuss various IDA and development updates within the City of Olean. Also met with Larry Sorokes to discuss various projects within the City as well.

- ✓ Had a lunch appointment with Dennis Eshbaugh, David Trathen and Bonnie Koschir from Holiday Valley to discuss updates and to see what plans they may have for 2018.
- ✓ Attended breakfast meeting with Kinley Construction in Olean to discuss various potential projects and the Field of Dreams project, as well.
- ✓ Met with local developer in regards to a possible commercial project in Ellicottville. This is our second meeting, with hopes of the project coming to fruition assuming bank financing.
- ✓ Met with Brian Mack from B & L Wholesale, to discuss a possible project.
- ✓ Many continued meetings, conference calls and emails relating to the IDA investigating industrial property in the Greater Olean area. More information to come in the following months.
- ✓ Met with Crystal Abers to outline the various meetings that we will be having with County businesses. Team approach to meeting with the businesses to include ESD as well.
- ✓ Met with Mike Stang who owns several properties in Little Valley and Ellicottville, to be included in on our new website for active sites.
- ✓ **Continued to meet with iEvolve Technologies in regards to the construction and development of the IDA's new website and social media platforms. They are in draft format and should be live within a few short weeks. We are currently tweaking the beta site and working on getting the active sites and locations within the County uploaded. This is an ongoing process which will be nice once completed!** Mr. Wiktor will be e-mailing suggested domain names out to all board members for their input for the new web-site.
- ✓ **Establishing "Round Table Talks", beginning in late Feb./ early March. Commercial Realtors and Investors, first event to take place. Final details to come in a week.**
- ✓ **Looking to establish "IDA Partner Business Advisory Group". We are forming up a group of local CEO's, stakeholders etc, to meet with on a quarterly basis to establish best practice models, business trends, needs, wants, and ideas. This will be a focused group on advocating to the CCIDA their industry challenges and opportunities.**
- ✓ Met with a County Legislator in regards to economic development updates.
- ✓ Met with a property owner in Gowanda to discuss properties they own in Gowanda and how the IDA may be able to assist them. Also discussed Gowanda marketing, etc.
- ✓ Had a lunch meeting with Greg Sehr to discuss several items of interest, including some ideas of recruitment of businesses to Cattaraugus County, as well as a new tax credit endeavor that he is working on. More to follow.
- ✓ **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 January)**

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

- ✓ **Regional Economic Development Council Awards 2017:** Handout and overview of the latest round of CFA's that were announced in December, noting the projects in Cattaraugus County.
- ✓ **Olean Times Herald Article:** dated: 12/14/17 "*State awards \$3.8 M to Cattaraugus County projects*". Local article noting the various projects and their awards.
- ✓ **Olean Times Herald Article:** "*Fitzpatrick & Weller one of Cattaraugus County oldest businesses gets \$500,000 grant.*" A very nice article highlighting one of the County's old manufacturers, Fitzpatrick & Weller, and noting a proposed significant investment.
- ✓ **NYS Of opportunity:** "*Office of Planning and Development*" - Governor Andrew Cuomo's Downtown revitalization Initiative. Latest updates relating to the \$10 DRI award that Olean won in 2017.
- ✓ **Olean Times Herald Article:** dated: 12/30/18 "*Cattaraugus County IDA director sees better economy in 2018.*" Recent article highlighting thoughts and previews for 2018.
- ✓ **Olean Times Herald Article:** dated: 12/31/17 "*DRI \$10 Million award (include Manny Hanny developer and other grants awarded throughout area).*
- ✓ **Buffalo Business First Article:** dated: 12/15/17 "*Business leaders say manufacturing is still alive in Cattaraugus County.*"
- ✓ **Ellicottville Times Article:** dated: 1/4/18 "*Holiday Valley celebrating 60 year Anniversary*". Excellent accomplishment! The IDA did send a card and flower basket as a token of our appreciation.
- ✓ **Revelry Reverie Article:** dated: 1/4/18 "*Why you (yes, you) should move to Olean, NY.*"
- ✓ **Economics 21:** By: William O'Keefe – dated: 12/14/17 "*Shale's Roller Coaster Ride Will Continue*" Shareholders in shale oil producing companies have been meeting with Company Executives to press for more profitability.
- ✓ **The Villager Newspaper Article:** dated 1/11/18 "*1887 Condo's update, recently received approval for signage*". Good news for an IDA induced project.
- ✓ **Conference call Congressman Reed:** December 19, 2017 Congressman Reed conference call with IDA's leaders in regards to tax reform.
- ✓ **NYSEDC 2018 State of the State Summary:** dated: 1/4/18 this article has a complete listing of NYSEDC State of the State Summary and Review. There are several key items that will affect the NYS IDA's.
- ✓ **Buffalo News :Partnership sets advocacy focus for 2018:** By: Jonathan Epstein dated: 1/11/18 "*Western New York's largest business group once again plans to focus its lobbying efforts on core issues familiar to its members: the high cost of doing business in the state, the need for more trained workers, and the importance of encouraging investment in the region.*
- ✓ **Buffalo Niagara Partnership:** "*Advocacy Agenda*" Employers working with government to build a stronger, more competitive regional economy.
- ✓ **Billings Sheet Metal Market Bulletin:** dated: 1/17/18 - Monthly update on how business is progressing and what is in store for the future.
- ✓ **Franklin County Economic Development Council:** By: Frank DiFiore dated: 1/17/18 The County EDC was organized by CEO of the County's Industrial Development Agency to reach out to the local business community for advice on how to encourage business growth, and was hosted at Paul Smith's College.
- ✓ **Governor Andrew Cuomo 2018 Budget Presentation:** Invitation received for the 1/31/18 Special Presentation of the 2018-19 Budget at the Olean Business Development's Carney Lecture Hall at 10:00 a.m.
- ✓ **Phillips Lytle LLC:** Invitation to attend a meeting for the IDA's to discuss the energy related topics on February 7, 2018, presentation by Dennis Elsenbeck from Phillips Lytle LLC.
- ✓ **Energy Efficiency Resources for NYS Manufactures:** By: FuzeHub dated: 1/19/18 New York State has an abundance of programs to help companies become more energy efficient and save money. Manufacturers may not see the energy they use, or where it comes from, but they can see the costs associated with using that energy.
- ✓ **Buffalo Business First Article:** By: James Fink dated: 1/2/18 "*Mazza buys Steamfitters training center*" The UA Plumbers & Steamfitters Local 22 sold its 17,000-square foot former training center

and office building on California Drive in Orchard Park to Mazza Sheet Metals Inc. Mazza, headquartered in Olean has had a Buffalo operations center for nearly a decade.

- ✓ **Buffalo Business First Article:** dated: 12/21/17 “*New York state sees very little population growth in past year*” New York had a small population gain in 2017, despite losing more people to other parts of the country than any other state in the nation. Not good!
- ✓ **Olean Times Herald Article:** dated: 1/14/18 “*Paula Stockman, Cattaraugus County Legislature Chairman passes away*”.

***Executive Session:**

A Motion was made by Brent Driscoll, seconded by James Snyder to go into Executive Session *(Relating to matters of property acquisition/disposition)*.

A Motion was made by Gregory Fitzpatrick, seconded by James Snyder to return from Executive Session back into CCIDA Board Meeting.

A Motion was made by Brent Driscoll, seconded by Michael Wimer to further investigate environmental scoping work (on site), respective legal services, and engineering work to not exceed \$10,000.00 in expenditures over the next few months. This action is in regards to the further investigation of the CCIDA potentially taking over (in some capacity) a large commercial/industrial site in the Olean area.

Adjournment:

The CCIDA adjourned the Board Meeting in memory of Chairperson Stockman and Mayor Coolidge to honor their many years of public service and dedication to Cattaraugus County and their communities. The CCIDA Board and Staff express their sincere condolences on their recent passings.

A Motion was made by Gregory Fitzpatrick, seconded by Brent Driscoll at 11:58 A.M.

The next CCIDA Board of Directors meeting will be March 13, at 11:15 a.m. at the CCIDA Office in Ellicottville, NY.