

# **COUNTY OF CATTARAUGUS INDUSTRIAL DEVELOPMENT AGENCY**

## **BOARD MEETING MINUTES**

**Thursday, February 6, 2020  
CCIDA Offices  
Ellicottville, New York  
10:00 a.m.**

**Roll Call:**     -Taken-

### **Members**

#### **Present:**

Mr. Thomas Buffamante - Chairman  
Mr. Joseph Higgins  
Mr. Brent Driscoll  
Mr. James Snyder  
Mr. Michael Wimer  
Mr. John Stahley  
Ms. Ginger Schroder

#### **Excused:**

#### **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

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

Mr. John Thomas – *The Villager, Newspaper*  
Mr. Rick Miller – *Olean Times Herald*  
  
Mrs. Crystal Abers – *Director, Economic Development Planning & Tourism*

Chairman, Thomas Buffamante called the meeting to order at 10:05 a.m.

Mr. Thomas Buffamante made the statement that this is the first CCIDA Board Meeting that is being live streamed and uploaded and posted to YouTube as required by New York State.

Mr. Buffamante welcomed the newest Board Member, Ms. Ginger Schroder was recently appointed to the CCIDA and the CCCRC Board. The Board looks forward to working with Ginger in the coming years! Mr. Buffamante also welcomed a new Hodgson Russ legal counsel member Mr. Christopher Canada. He will be replacing Mr. Robert McLaughlin that left Hodgson Russ in December.

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

### **APPROVAL OF MINUTES:**

**A Motion** was made by Brent Driscoll with a second by Joseph Snyder to accept the December 10, 2019 CCIDA Board Meeting Minutes as presented. **Motion Carried**

Mr. Wiktor mentioned that 2020 is the 49<sup>th</sup> year of the IDA being in business. Next year should be a great year with many new things to come!

### **\*Solar Policy Discussion\***

The first item on the agenda, was the topic of the solar Policy discussion as Mr. Wiktor stated we have had a moratorium since June 2019 on accepting applications in regards to commercial solar projects involving the IDA and our PILOT. The moratorium had noting to do with the town, villages or City's, this had to do with the IDA wanting to take the time to explore/research what other IDA's are doing in the area in regards to Solar Projects. Mr. Wiktor is looking at what the per megawatt amount should be in regards to a PILOT payment. Currently we are at \$5,000 per megawatt which would be split between the school, town and county.

Mr. Wiktor stated that in December the CCIDA Board proposed the \$15,000 per megawatt number and wanted to see how this number would be received by the Solar developers looking to develop withing Cattaraugus County. After our December meeting we started to receive negative calls n regards to our proposed megawatt number. We have approximately five 5 Municipalities that are being looked at currently for a possible Solar Project for a total of a total of 45 megawatts with an investment of around \$77-\$85 Million dollars.

Mr. Wiktor said he had met with Dimension Energy and they are proposing four (4) projects in Cattaraugus County, three in Portville and one (1) in Allegany. Dimension stated that they have been received very well in the Communities that they have approached. Mr. Wiktor stated that our sweet spot is between 2 and 20 megawatts per project. The smaller solar farms seem to be what are being proposed in Cattaraugus County, somewhere between two (2) and five (5) megawatts.

Erie County IDA is looking at doing Community Solar at a number between \$5,000/\$6,000 per megawatt. Chautauqua County is looking at a number of between \$4,000/\$5,000 per megawatt and Allegany County is around \$5,000 per megawatt as well. Mr. Wiktor has received calls from several towns asking us to reconsider the \$15,000 megawatt number at a lower per megawatt number. The Towns that have contacted Corey are concerned that these solar projects will step away from Cattaraugus County as a place to construct a Solar Project if this per megawatt number remains at \$15,000.

The \$15,000 per megawatt number for power added to the construction costs and land rates in our region is considered excessively high.

Mr. Wiktor handed out some letters from developers BQ Energy Inc. and RIC Energy asking the IDA to reconsider the \$15,000 per megawatt number in Cattaraugus County. Mr. Wiktor mentioned that he has had five (5) meetings with Solar developers in the last week and has other meetings scheduled in the near future.

Mr. Wiktor proposed to the CCIDA Board some concession in regards to the \$15,000 per megawatt number. Mr. Wiktor is looking for comments and feedback from the CCIDA Board in regards to a revised per megawatt number that is satisfactory with the CCIDA and also the developers. Mr. Wiktor said he has been contacted by two (2) towns directly and said that the projects that they have in the pipeline won't threaten to walk they just will not occur with the \$15,000 per megawatt number.

Mr. Wiktor discussed how the \$5,000 per megawatt number was actually derived from our Wind Energy PILOT, at the time of the creation of the Wind PILOT Policy we did not have a Solar Policy nor was there a need for one at that time. Solar Energy return and rates are much lower than wind and they should be treated as entirely separate items.

Mr. Higgins mentioned that NYSERDA numbers are suggested at around \$1,700 - \$5,100 per megawatt of installed solar power which would be 2018-2019 numbers. Mr. Higgins said we have had great success at our \$5,000 per megawatt number and he wouldn't recommend going lower than the \$5,000.

Mr. Wiktor stated that NYSERDA had suggested \$2,100 to \$2,400 per megawatt of installed solar power, however keep in mind these figures are coming from NYSERTA. NYSERTA is trying to encourage renewable energy projects. Mr. Buffamante said that the \$15,000 per megawatt number was arrived at to see what the market could bare. Mr. Buffamante also stated that we currently do not know what the market will sustain, however it seems that the market number seems to be much lower than the \$15,000 number as suggested at the December 10, 2019 CCIDA Board Meeting.

Mr. Wiktor suggested a 2% escalator clause each year and also a support letter from the Host Community and also a 25-year term for the Project.

Mr. Snyder stated we still come back to the same argument, why are we letting these big developers come into our County and use our infrastructure and put the burden on the taxpayers and contributing next to nothing or at the very least not very much. Mr. Buffamante said that the developers are contributing in way of land taxes, materials, lodging, food and other construction costs in the area of the project. They will also be paying PILOT payments and host community agreements over a longer period of time. Mr. Snyder said why do we want these big investors coming in and making a big profit off the land in Cattaraugus County? Mr. Snyder stated that these investors are not paying the same taxes as the other businesses in Cattaraugus County such as employee payroll taxes, land taxes, heat and light bills etc...

Mr. Buffamante explained that with the \$15,000 per megawatt number the projects will probably not come into our County at all. Mr. Buffamante suggested that we go forward with the scheduling the Public Hearing and gather the comments and make a decision in regards to changing the per megawatt amount after we have gathered all the information.

Ms. Schroder stated that she has attended several Town Board meetings and just about every Town Board Meeting that she has attended, the Town Board has been approached by one or more Solar Companies that are interested in doing a Project in their Town. Ms. Schroder also discussed that the letters received from the developers they seemed satisfied with the \$5,000 per megawatt amount. Ms. Schroder mentioned that with the

Governor's Renewable Energy Agenda push she believes that we will be crawling with more Projects for solar and wind energy projects in Cattaraugus County and the surrounding area. Ms. Schroder suggested that the CCIDA should hold out and see what the market will sustain in regards to the per megawatt amount. Most Projects being contemplated are agreeable to the \$5,000 per megawatt that we currently have in our Policy. Ms. Schroder also mentioned that she liked the longer term of the PILOT from 10 to 25 years as most Renewable projects feel that the land should be tax exempt and with the extended PILOT, these projects will be paying payments for at least 25 years. Mr. Wiktor said that he had several Solar Projects state that the installed panels are not considered real property therefore they would not be taxed as such.

Mr. Cregg, Jr. stated that with the Section 487 without these Towns opting out, these Solar Projects would get the exemption for 15 years of no taxes per New York State Law for Alternative Energy Projects. The second law that pertains to the type of Projects is the Real Property Tax Law which has a listing of 25 items that are exempt from paying Real Property Taxes, and one of the items is Electrical Generating Equipment

Mr. Driscoll stated that the objections that we are receiving are the \$15,000 and \$10,000 per megawatt amount. We have not received any objections to increasing the term to a 25-year PILOT. Mr. Cregg, Jr. also brought up the three (3) projects in Olean, NY that came to the IDA after the project was started because they were under the impression that the Solar Projects would be tax exempt. The IDA granted them the \$5,000 per megawatt PILOT and they in turn sued the Town Assessment/Assessment Review Board which had two (2) Projects assessed at \$3.5M. BQ Energy won their case and their assessment was reduced to \$300,000 for the two (2) Projects.

Mr. Snyder mentioned that Dan Martonis the Director of Real Property in Cattaraugus County and also the Chairman of New York State Real Property Office has stated that the Portville Solar Project would be assessed at \$2.5M per megawatt of installed power which is within the New York State Guidelines. Mr. Wiktor distributed to the CCIDA Board Members copies of the Court Case settlement/final decision in regards to the BQ Energy law suit against the City of Olean in regards to their Assessment.

Mr. Wiktor and Mr. Cregg, Jr both stated that the way the PILOT's normally work is that the value added is the only part that is exempt from Real Property Taxes. The land value that was originally assessed to the Property has remained the same with all CCIDA Projects in the past and will continue in the future.

BQ Energy has had four (4) Projects, there are (3) in Olean and one (1) in West Valley, NY. All of their Projects were approved at the \$5,000 per megawatt amount. However, some of the BQ Energy Projects are on Brownfields which have not been paying taxes at the current time.

Mr. Wiktor discussed that if New York State offers more tax credits for the Renewable Energy Projects the Solar Projects may be entering into a PILOT's with NYSERTA and at that point the IDA would no longer be needed to issue PILOT's and the IDA would not generate any future income from this type of Projects.

Ms. Schroder stated that New York State is adding additional tax credits each year to the Budget to make this type of Project more profitable to the Developers. This in turn would make the Solar Projects much more likely to be able to afford a higher per megawatt PILOT payment amount. Mr. Wiktor said that the majority of the Solar Projects that we will see in Cattaraugus County will be between 2-5 megawatts.

Mr. Buffamante said that the very large Solar Farms the Towns will have opposition to them and we probably won't see them in Cattaraugus County. Mr. Wiktor mentioned that if any Projects meets an Article 10 (over 25 megawatts) there will be considered under a separate negotiation, this wording should be included in our Policy.

Mr. Snyder also brought up for discussion, what if we offered a lower per megawatt amount to the developer if they make a contribution to the Taxing jurisdiction or Town that the Project is in? Mr. Snyder would like to see a



Host Community Agreement that will make each Project beneficial to the County, Town and taxpayers. Mr. Wiktor feels that the sweet spot is between \$3,000 - \$7,000 or possibly \$5,000 to \$7,000 per megawatt. Mr. Wiktor also stated that the CCIDA would not do a project in a town without the Town's approval of the Project.

It was also mentioned by several Board Members that a decommissioning clause should be recommended to be added to the Policy so that in the future the Panels will be removed and properly disposed of. Some other important points that are to be added to the new Solar Policy is the 2% escalator clause, PILOT term of 25 years, a Host Community Agreement with the Town and leaving the land value as is. Mr. Wiktor proposed we change the per megawatt amount to \$6,000 subject to review and change each year.

Mr. Buffamante asked Mr. Wiktor if he is suggesting a tiered program based on the installed megawatt of the Project. Mr. Wiktor said he had proposed at the December 10<sup>th</sup> CCIDA Board Meeting the following tiered scale: 0-5 installed megawatts at \$6,000/MW, 5.1-10 installed megawatts at \$7,000/MW and 10.1 to 24.9 installed megawatts would be \$8,000/MW. Any projects over the 25.0 installed megawatts would be reviewed on an individual basis.

Mr. Wiktor also proposed that each Town negotiate their own Host Community Agreement with the Solar Developers. Mr. Wiktor stated that it is not the responsibility of the CCIDA to negotiate these Host Community Agreements. Each Host Community Agreement should be specific to the Town, taxing jurisdiction, and needs of that Community.

Mr. Wimer asked if extending the number of years of the PILOT from 15 to 25 years gives enough value to the Developer and also to the project to warrant leaving the \$15,000 per megawatt number as is? Mr. Wimer noted that 10 more years of certainty at a relative low cost should make the numbers more feasible for the Developer. The consensus is the \$15,000/MW number is excessive where the \$5,000/MW number seems low. We need to arrive at a number that is beneficial all parties involved, the developer, host community and the IDA.

Mr. Wimer asked if there were any thoughts that the developers would split their projects and make one project into a multiple project to secure the lesser dollar amount per megawatt for the smaller projects. Mr. Buffamante stated he didn't feel it would warrant the IDA to worry about a developer splitting their project up because it would be cost prohibitive on their licensing agreements, drawings, etc..

**Mr. Wiktor stated that the figures that are going to be put into the new/revised Resolution are as follows: 0-4.9 megawatts at \$6,000/MW, 5.0-9.9 megawatts at \$7,500/MW, and 10.0 – 24.9 at \$9,000/MW with a 3% per year escalator clause.**

The CCIDA Board has requested Mr. George Cregg, Jr to prepare a modified Resolution to replace the Resolution that was at the February 6<sup>th</sup> meeting. Mr. Cregg, Jr. will also provide the Public Hearing materials to Corey as soon as they are available.

#### **\*Uniform Tax Exemption Policy: Solar**

#### **RESOLUTION;**

**A Motion** was made by Brent Driscoll, seconded by Joseph Higgins, **RESOLUTION AUTHORIZING A PUBLIC HEARING REGARDING PROPOSED REVISIONS TO THE AGENCY'S UNIFORM TAX EXEMPTION POLICY.** A Roll Call vote was taken, Mr. Buffamante, Mr. Driscoll, Mr. Higgins, Mr. Snyder, Mr. Wimer, Mr. Stahley, and Ms. Schroder voted yes. **Motion Carried**

### **\*Adopting Uniform Criteria for the Evaluation of Projects:**

Mr. George Cregg, Jr. next discussed the Resolution Adopting Uniform Criteria for the Evaluation of Projects presented to the CCIDA Board. The ABO has required that we have an evaluation process on our website that gives the criteria for evaluating projects when they are submitted to the CCIDA Board. Mr. Cregg, Jr. stated that we are not required to set up a Public Hearing if the project has not passed our criteria after evaluation.

### **RESOLUTION:**

**A Motion** was made by Brent Driscoll, seconded by James Snyder, **RESOLUTION ADOPTING UNIFORM CRITERIA FOR THE EVALUATION OF PROJECTS**. A Roll Call vote was taken, Mr. Buffamante, Mr. Driscoll, Mr. Higgins, Mr. Snyder, Mr. Wimer, Mr. Stahley, and Ms. Schroder voted yes. **Motion Carried**

### **\*CCIDA Active Project Update: HoliMont Inc.**

Mr. Wiktor stated that he wanted to update the CCIDA Board in regards to the ongoing improvements at HoliMont Inc. ski resort. Mr. Wiktor passed photo's around to Board Members in regards to the new power plant building that was constructed in order to reconnect to the Grid. Mr. Wiktor also had photos of various other projects that were completed at HoliMont Inc. within the last year.

### **-New York & Lake Erie Railroad Proposed Contract Renewal:**

Mr. Wiktor next presented to the CCIDA Board the New York & Lake Erie Railroad Proposed Contract Renewal. Robert Dingman was preparing a renewal as has been done in the past for a five (5) year Operating Agreement with our standing rail operator, Mr. Robert Dingman. Several Board Members had questions in regards to insurance coverage, Corey provided an insurance certificate for \$4,000,000 - \$8,000,000 provided by Mr. Robert Dingman. The Board decided not to approve this agreement until the entire CCIDA Board has had a chance to review the Operating Agreement. We will have this back on our Board Meeting in March.

**A Motion** was made by Mr. Driscoll, seconded by Snyder to grant a 60 days extension and revisit the renewal of the submitted Operating Agreement at the March 24<sup>th</sup> CCIDA Board Meeting after the Board has had time to review. A Roll Call vote was taken, Mr. Buffamante, Mr. Driscoll, Mr. Higgins, Mr. Snyder, Mr. Wimer, Mr. Stahley, and Ms. Schroder voted yes. **Motion Carried**

### **\*Audit Committee Meeting:**

An annual Audit Committee Meeting/Conference Call was held on Friday, January 24<sup>th</sup> at 11:00 a.m. at the CCIDA Offices with the Audit Committee Members (Thomas Buffamante, Brent Driscoll, and Mike Wimer), and Denise Veloski from Johnson, Mackowiak, & Associates LLP. Minutes were provided in your packets for the Boards review.

Mr. Wiktor stated that the cost of the Audit will remain the same as last year. The field work has already been completed and the draft of the final audit will be presented to the full CCIDA Board at the March 24, 2020 Board Meeting.

**A Motion** was made by Brent Driscoll, seconded by James Snyder to retain Denise Veloski from Johnson, Mackowiak & Associates LLP to perform the 2019 Audit for the CCIDA and the CCCRC. A Roll Call vote was taken, Mr. Buffamante, Mr. Driscoll, Mr. Higgins, Mr. Snyder, Mr. Wimer, Mr. Stahley, and Ms. Schroder voted yes. **Motion Carried**

## **FINANCIAL REPORT:**

-There was minimal income for December 2019 of \$681.00 relating to Sales Tax Letters for HoliMont Inc. 2019 Project. Mr. Wiktor stated that we had 2-3 Projects that were slated to close in December however they didn't close until January 2020.

Mr. Wiktor did state that the IDA also had income in **January 2020 of \$266,478.00** which consisted of the following:

- Olean Manor Inc, \$41,500.00
- West Valley Solar - \$214,492.00
- Win Sum Ski Corp. - \$10,315.00
- National Fuel Gas - \$170 (lease payments)

**A Motion** was made by Brent Driscoll, seconded by Mike Wimer to approve the Financial Reports for **December 2019 and January 2020** as prepared. A Roll Call vote was taken, Mr. Buffamante, Mr. Driscoll, Mr. Higgins, Mr. Snyder, Mr. Wimer and Mr. Stahley, Ms. Schroder voted yes. **Motion Carried**

Mr. Wiktor stated that he had hoped that the four (4) projects in document closing stages would have been closed by now however, that did not happen. We are in hopes that these projects will be closed within the 1<sup>st</sup> and 2<sup>nd</sup> Quarters of 2020. Mr. Wiktor also mentioned that we have several projects staged for next year which is very encouraging.

## **\*Executive Directors Reports:**

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

- ✓ Lunch update/meeting with West Long from Good Times of Olean.
- ✓ Met with National Fuel Gas in regards to a possible project. More to come on this.
- ✓ Met WITH Larry Sorokes from InTandem in Olean to discuss way the IDA/CRC could assist their business on any potential investment projects that they are considering.
- ✓ Met with Joanne Campanga for Bank of America in regards to financing opportunities for Opportunity Zones (of which Olean is in one). More to come as she as a possible client looking at of the Brownfields in the City of Olean.
- ✓ Attended the WRC Board meeting at the ECIDA. At this meeting we did approve a loan for financing a project within Cattaraugus County. Good news!
- ✓ Met with a developer who is considering doing an Adaptive Reuse Project in Olean. More to follow should this proposed project proceed.

- ✓ Rail Coalition meeting in Jamestown regarding the possible rail connection project and or ways to look at the corridor from a strategic lease point of view.
- ✓ Attended the monthly CCBDC Board meetings relating to small business loans within Cattaraugus County.
- ✓ Met with Howard VanRensselaer for an CCIDA update meeting to present to him a copy of the Year In review for the IDA.
- ✓ Attended the monthly Olean Business Development Board meetings.
- ✓ Met with a local manufacturer who is considering a new build for their expanding business within the County. Looks promising. We have brought in ESD and the County as well. More to follow. Looking at a Summer 2020 construction.
- ✓ Attended the Town of Ellicottville Town Board meeting to discuss possible commercial solar installations, topics included laws, setbacks, easements, PILOT, etc.
- ✓ Attended the monthly Cattaraugus County Economic Development Team Meetings.
- ✓ Met with Richard Schechter and toured a building in Olean that will soon be coming on the market. We have already reached out to several businesses who may have an interest in acquiring the property.
- ✓ Had a lunch update meeting with Greg Sehr to discuss area and local economic development projects.
- ✓ Had 4 meetings with Solar Companies who are looking to develop commercial solar projects within Cattaraugus County.
- ✓ Continued meetings and discussion with IBN & ESD regarding a proposed large project, "*Project Block*". We are actively working on this and getting all requested information to the proposed project developer on a few sites within Cattaraugus County.
- ✓ Met with a local real estate developer and business owner who is considering possible project in the Olean area. They are currently looking at a few Brownfield sites. More to come in December.
- ✓ Attended IBN Niagara Board meeting.
- ✓ Had a meeting with Kinley Construction Corp along with a developer who is considering a project in the Allegany-Olean area within the first half of 2020. Possible IDA application later this Spring.
- ✓ Met with Peter Kreinheder from Ellicottville Brewing Project for an update meeting to discuss his project in Little Valley and also to talk about the project that he is undertaking in the Village of Ellicottville. Good news!
- ✓ Working as a liaison/partner with the City of Salamanca IDA on a project with Dan Smith from Norton-Smith Hardwoods. The IDA has offered its help and services to help issue a PILOT for the business.
- ✓ Met with a local commercial relator who now covers Cattaraugus County. Reviewed various sites and IDA incentives and how they may apply to the properties.

- ✓ Met with John Cappellino from Erie County IDA to discuss a possible opportunity relating to a fiber optic company on a possible lease that runs through both of “our” rail lines in Gowanda, etc.
- ✓ Had a conference call meeting Tom Buffamante and Todd Cecil from TerraPact regarding some possible new initiatives with the IDA’s owned railroad and its right-of-way. More discussion to come.
- ✓ Met with Mark Storch, Storch Development who has a client looking for 5/6 acres of COC Brownfield land who is looking to site a project for purposes of siting a possible project on the land. More to come.
- ✓ Met with Richard Zink from STW to discuss possible additional ways that the IDA could consider being an investing partner in the Angel Fund. Further discussions to follow with CCIDA & ACIDA and our respective Counsels.
- ✓ West Valley Solar meetings to close on their project.
- ✓ Attended the NYSEDC Board of Directors’ meeting on Jan. 29th.
- ✓ Regional Economic Development Team meeting with all of the Southern Tier Counties, meeting to discuss various projects and topics held at STW.
- ✓ Met with Don Benson on a proposed project with a local manufacturing company who is considering a very sizeable project and investment locally.
- ✓ Met with Tom Buffamante for a catch-up meeting to discuss various topics and what is proposed to be on the February agenda.
- ✓ Attended the Partnership 2020 Advocacy agenda meeting in Buffalo to discuss and outline the various points that will be critical in this year’s NYS Budget.
- ✓ Met with Robert Dingman from the NY LE & RR to get various updates on the railroad situation as well as to discuss his proposed 5-year operating lease with the CCIDA.
- ✓ Met with Mayor Aiello for an update meeting on the various economic development projects that are occurring and proposed in the City of Olean.
- ✓ Met with Jeff Belt from SolEpoxy for a general update meeting relating to his business and also to discuss the adaptive reuse projects that he currently has in process with the CCIDA.
- ✓ Met with a project developer from Calamar Development to give him a general overview on various sites and buildings and ways the IDA could assist them should they look to invest within the County.
- ✓ Met with Tony Kurdizel from Montante Development to give him a general overview on various sites and buildings and ways the IDA could assist them should they look to invest within the County.
- ✓ Meeting set up with Dennis Eshbaugh and David Trathen from Holiday Valley.
- ✓ Had a conference call with our Counsel to discuss the Alle-Catt wind project.
- ✓ Met with a local manufacturing who is still proposing a very significant expansion project for their business. I have had 2 meetings over the past few months, things are still moving along. More to follow, this would be great news!

- ✓ Met with Mike John from MJ Painting relating to his current IDA project as well as to discuss his next expansion project that he is proposing on Johnson Street in the City of Olean.
- ✓ Met with Mike Giardini from Kinley to discuss a few possible projects that they may have some interest in. More to follow.
- ✓ Toured a building in Ashford that may have a possible suitor to rent. This would be a net new business to Cattaraugus County. More to follow.
- ✓ Had a conference call with an energy company who is proposing 2 solar installations in the towns for Machias and Franklinville.
- ✓ Met with Paul Leone and Tony Gutkowski with Evans Bank to discuss a possible project that they are looking to finance in Cattaraugus County.
- ✓ Met with Diego Siranni from ESD to discuss some things that we are looking to set up as a “blitz campaign” with Crystal and myself and area companies in the County.
- ✓ IBN Niagara Commercial Real estate directory meeting. We are looking to revamp this section of Investcattaraugus.com This will be a nice new feature, as we have been working on this for a few months.
- ✓ Update meeting with Dan DeRose from Mazza Mechanical.
- ✓ Gowanda Meeting: I was invited to a meeting in the Village to discuss a variety of redevelopment opportunities.

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

- ✓ **New York State EDC FY2021 Executive Budget Overview.** A recap of the economic development proposals that are in the NYS proposed 2020 operating Budget.
- ✓ **New York State Budget recap:** Further updates and information pertaining to the Budget proposal.
- ✓ **2020 Advocacy Agenda:** *“Unshackle Upstate.”* Presented by Buffalo Niagara Partnership. Very ley topics of what the BNP is advocating for and some topics that are looking to be repealed from the proposed 2020 Budget and how it plays in to economic development.
- ✓ **Olean Times Herald Article:** *“SBU seeking mentors for new Innovation Center”* St. Bonaventure University is looking for entrepreneurs to mold the next generation of innovative, out-of-the-box thinkers and help them find their niche in business and industry. Great program started by Mr. and Mrs. Jim Stitt.
- ✓ **Buffalo Niagara Partnership:** *“Manufacturers #1 Problem – Finding & Retaining Talent” Discussion being held Thursday, February 27<sup>th</sup> from 8-9:00 a.m. Corey Wiktor and Crystal Abers have been registered and plan to attend this event.*
- ✓ **Housing Demand Analysis:** *“City of Olean, New York Market Rate Upper Story Housing Demand Analysis”* Margaret Lawrence and Susan Payne, Strategic Planning and Economic Development

Consultants prepared this Analysis in November 2019. We have sent this updated housing study to many local and area developers for their information and review.

- ✓ **Southern Tier West Regional Business Development Committee (BDC) meeting:** Business Development Committee Meeting held on January 13<sup>th</sup> in Salamanca, NY
- ✓ **Buffalo Niagara Partnership:** “2020 Advocacy Agenda”. This event was held on Thursday, January 16<sup>th</sup> at Consumer’s Pub at the Park – Sahlen Field
- ✓ **NYSCAR:** “Save the Date for 2020” Listing of important dates that events have been planned for members of NYSCAR. Various meeting dates, and also the CCIDA will be presenting at the Spring meeting on the highlights, sites and advantages of investing in Cattaraugus County.
- ✓ **Invest Buffalo Niagara:** Board Meeting held on December 19, 2019 at the offices of Invest Buffalo Niagara.
- ✓ **Princeton University:** “Incentives across the U.S.” In 2019 following a long and highly publicized campaign, Amazon’s search for where to locate its new headquarters finally came to an end. In January, the Virginia Senate approved a package of up to \$750 million in state business tax incentives in exchange for Amazon building its HQ2 in Arlington.
- ✓ **POLITICONEWYORK:** “Cuomo plots course to accelerate renewable energy development”. Gov. Andrew Cuomo wants state agencies to develop shovel-ready sites for large-scale renewable projects as the private sector struggles with challenging regulatory process.
- ✓ **Solar Farms:** “4 Myths About Community Solar Farms: Debunked.” With Community Solar Farms the solar panels are placed at an offsite location (not on your rooftop) and your savings are steady and guaranteed without any upfront or maintenance costs whatsoever.
- ✓ **Ice Coast Magazine Article:** “Big Fun at a Little Resort in Western New York”. A great article highlighting the ski town and village of Ellicottville and Holiday Valley and HoliMont.
- ✓ **Southern Tier West Regional Business Development Committee (BDC) meeting:** Business Development Committee Meeting held on January 21<sup>th</sup> at SBU.
- ✓ **Columnists Article:** New York farms still having huge impact on local economy. Earlier this year, the State Comptroller highlighted the state’s agriculture industry in a report based on data collected by the US Department of Agriculture and other sources. Farmers had a gross income of \$5.7 billion in 2017 – an increase of more than 23 percent from 2007.
- ✓ **FuzeHub Article:** “7 Tips to Attract Millennials to the Manufacturing Workforce”. A very interesting article in one of the most important topics in economic development especially here in Cattaraugus County.
- ✓ **Village of Gowanda:** The Village of Gowanda Board of Trustees has been working with the Army Corp. of Engineers and New York State Department of Environmental Conservation for a number of years to seek opportunity and funding for the proposed project to mitigate flooding within the Village. Corey Wiktor has been invited to participate in an information session on February 4 at 6:00 p.m. in the Village of Gowanda Board Room to learn more about this project.

**Adjournment:**

A **Motion** was made by James Snyder seconded by Brent Driscoll to adjourn the meeting at 12:20 p.m. All in Favor – **Motion Carried.**

**\* Next CCIDA Board of Directors Meeting: Tuesday, March 24<sup>th</sup> at 11:15 a.m. at the CCIDA Offices in Ellicottville, New York.**